PROPS-C VIRTUAL TRAINING (ER-PCCV)
(3 x 4h sessions, 12 hours, 12 PDUs)
Global Chronos Aligned

Learn about Ericsson's Customer Project Model, at your convenience from any location worldwide.

Whether you are a project manager of customer projects, a member of Core Three, or working in a Customer Account, this course will provide you with the competence to use PROPS-C in your work.

AFTER THE COURSE YOU WILL
✓ Know how to use PROPS-C for efficient management of a customer project
✓ Understand the roles and responsibilities in the PROPS-C model
✓ Understand the purpose and content of the activities and documents in the PROPS-C phases
✓ Be able to use the PROPS-C web site

TRAINING METHODS
For the convenience of participants from any location worldwide, this course is imparted remotely as Virtual Classroom Training (VCT).

The main format is 3x4h ie. three sessions of 4h each, but 4x3h or other combinations are also possible according to the needs.

We apply a training method based on “learning by doing”. This means optimizing your learning by combining the trainer’s input with your own experience and active participation.

During the course we practice with a realistic example of a customer project to illustrate important aspects of customer project management.

SUBJECTS
✓ PROPS-C overview:
  ✓ The business perspective
  ✓ The human perspective
  ✓ The project life-cycle model
  ✓ The project organizational model
✓ Ericsson Sales process – overview
✓ Project Categories, and their relation to the processes
✓ Roles and responsibilities
✓ The 11 knowledge areas
✓ The PROPS-C phases
✓ Tollgates and sales decision points
✓ The Core Three concept
✓ Earned value
✓ The PROPS-C website and support
✓ Global Chronos and its implementation of the PROPS-C workflow

TARGET GROUP
This course will be of the greatest benefit to the following target groups:
✓ Project managers and other project staff for all types of customer projects
✓ People from the customer accounts
✓ Core Three members
✓ Anyone directly or indirectly involved in customer projects

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