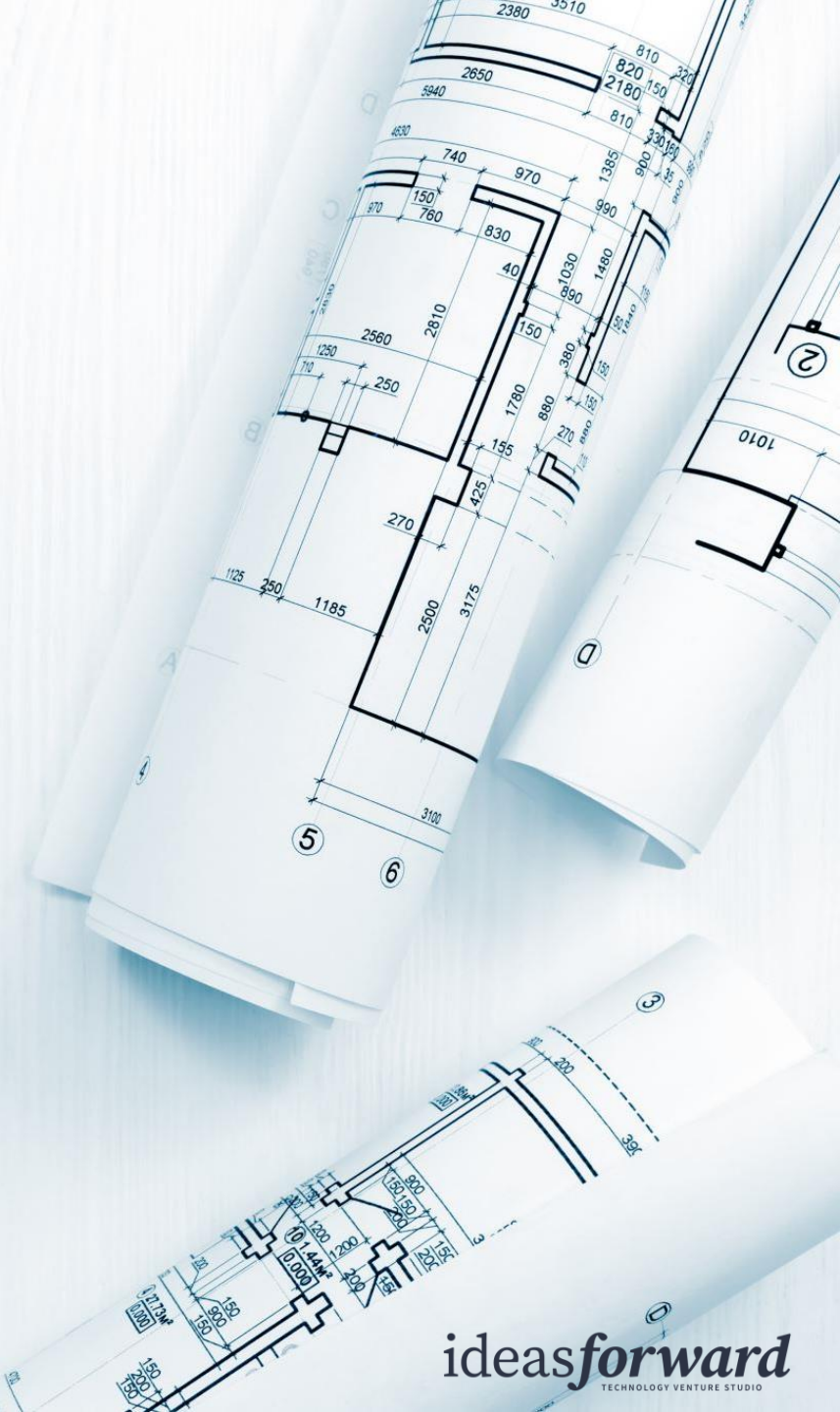


# Being a Project Manager

Quality over Quantity

Nikolaos Tsoniotis, MEng



# Strategic mindset

Tactics are important. Value however is generated by a strategic approach.

- Be a **strategic business partner**.
- Stay **stakeholder-focused**.

# Failure points

Your career is defined by your choices. Your job doesn't

- **Let success define your actions**
- **Be accountable**, have integrity
- Refine your **communication skills**
- **Earn respect**, don't demand it

# Metrics

Anyone can describe the present. Leaders predict the future.

- Adopt a **data-driven mindset**
- Create **data sourcing** processes
- Substantiate your **decision-making**
- Learn to say no, **embrace change**

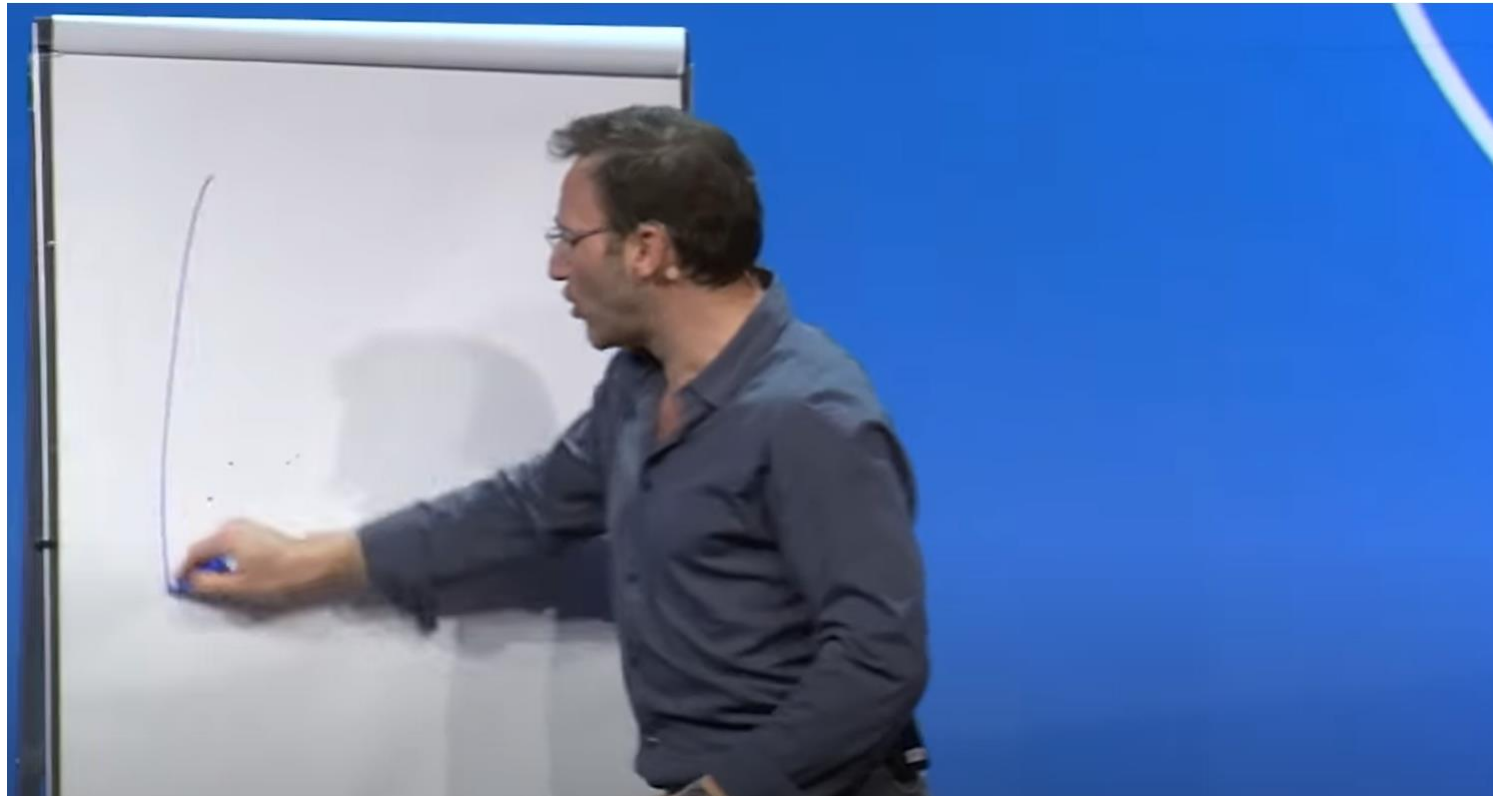
# Empathetic Leadership

You do not work with numbers. You work with people.

When researchers Rasmus Hougaard and Jacqueline Carter surveying over 1,000 business leaders across more than 800 organizations, they found that **leaders who exhibited high levels of compassion had teams who scored higher** on critical performance dynamics within their organizations.

Teams led by compassionate leaders exhibited **better intra-team collaboration, stronger commitment to the company, and far lower turnover rates** than those led by less-compassionate leaders.

# “Don’t be the asshole”



How do you measure success? By Simon Sinek

# Books

- Hougaard, R., & Carter, J. (2018). **The mind of the leader: How to lead yourself, your people, and your organization for extraordinary results**. Harvard Business Press.
- Sinek, S. (2019). **The infinite game**. Penguin.
- Sinek, S. (2009). **Start with why**: How great leaders inspire everyone to take action. Penguin.
- Sun Tzu (5<sup>th</sup> century BC). **The Art Of War**

# Thank you

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