



Relationship Management and the Management of Projects

Hedley Smyth

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Relationship Management and the Management of Projects is a guide to successfully building and managing relationships as a project manager and in the project business.

Relationship management is a core skill for any project business to develop capabilities and manage the interface with projects, providing guidance to project managers as they negotiate with business partners and coordinate between business functions. Whatever the structures and procedures an organization has and whatever the project management tools and techniques, they are only as good as the hands they are in. Yet relationship management, though a well-established discipline, is rarely applied to the process-driven world of project management.

This book is a much-needed guide to the process of enhancing these skills to boost firm performance, team performance and develop collaborative practices. Hedley Smyth guides you through the processes of relationship management examining the theory and practice. This book highlights the range of options available to further develop current practices to ensure a successful relationship management in all stages of a project's lifecycle.

Relationship Management and the Management of Projects is valuable reading for all students and specialists in project management, as well as project managers in business, management, the built environment, or indeed any industry.

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