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PROJECT COMMUNICATION & NEGOTIATION

Introduction to Project Communication

By

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Chapter Description

- **Aims**
 - To explain the Importance of communication in project management
 - To explain the essentiality of communication in negotiation
- **Expected Outcomes**
 - Role of communication in project management can be understood
 - Effective communication in negotiation can be understood
- **Other related Information**
 - Different responsibilities regarding communication
 - Importance of different dimensions of communication
- **References**
 - Panda, S. (2017), *Managing Performance for Excelling Organization- A Practical Approach*, Penerbit, Universiti Malaysia Pahang.
 - Campbell,, M. (2009), *Communication Skills for Project Management*, New York, NY: AMACOM.
 - Hames, D.. (2012), *Negotiation: Closing Deals, Settling Disputes and Making Team Decisions*, Sage.



Communication and Project Management

- Communication is highly required in the management of projects. It is to be considered as vital in all stages of a project.
 - The personnel involved in a project have to know their roles and responsibilities which can be done through proper communication.
 - Relationship with stakeholders requires effective communication.
- Communication can be considered as base for designing the plan for a project.
- The requisite information is communicated from top level to the down level of a project.
 - The essence, essentiality and suitability of technology in communication for project management needs proper understanding by the project personnel.
 - It is quite obvious that technology is a tool for effective communication. But different ways of communication among the project team members drive a project in right direction.
 - Any change management practices and application can be done through effective communication in a project.
 - Strategies, planning, decision making, day to day functioning, modifications as per requirement of a project is done through communication.
 - The significant role of communication is not only going to be fruitful for the project but also to have long term success in maintaining consultant client relationship.



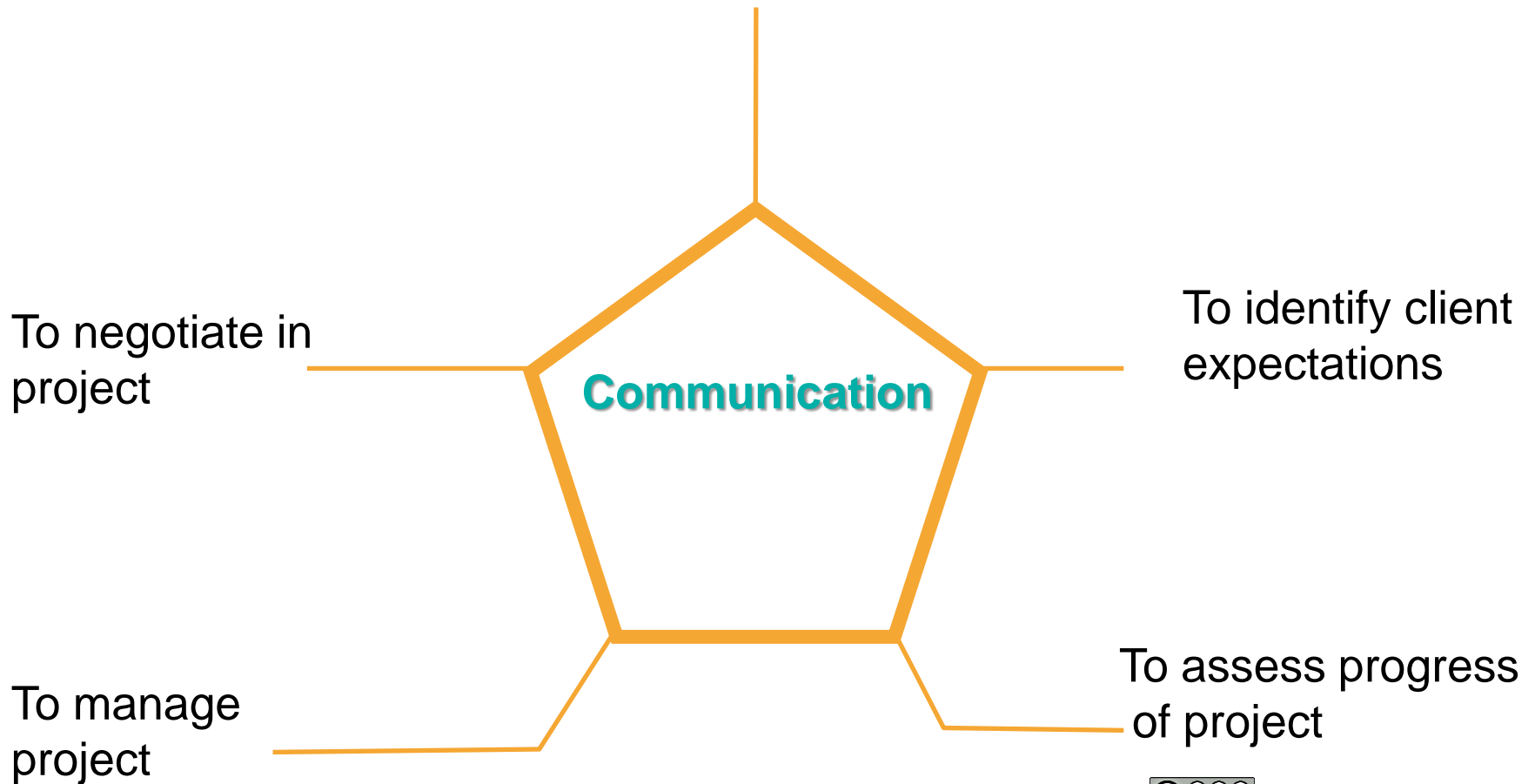
Communication and Project Negotiation

- Negotiation is a key component of project management.
- In different stages of a project, negotiation is required with different stakeholders. It can be done by communication.
- In designing the negotiation plans and for their execution, effective communication is required.
- Effective communication helps in minimizing conflicts among different parties in negotiation. More or less, the linkage, success thread and assessing the values of a project in terms of profit and getting the right client can be done by communication. Understanding the expectations of parties in bargaining is done through proper communication.
- The project team leader, members have to improve their communication skills to make better negotiation. It is generally expected in project management.



ROLE OF COMMUNICATION

To maintain relation with stakeholders



Conclusion of The Chapter

- **Conclusion #1**
 - Communication is important in project management.
 - Strengthening communication is expected to attain better results in projects.
- **Conclusion #2**
 - Successful negotiation requires effective communication.
 - Proper understanding can be done through effective communication.



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