

COACHING

TRAINING

CONSULTING

## Your Partner for Project Success

For me, project success is like haute cuisine: following a recipe is often a must, but usually not enough for a Michelin star. Inspired chef make the difference!

I am a freelance coach, trainer and consultant, with over 15 years of experience in Projects and Programmes.

With CODA Coach, I share my knowledge and practical know-how in project and programme management to bring out the inspired chefs in all my clients to write their own professional and personal success stories.

### Coaching



Business coaching makes a difference in converting potential into performance – together with the joy of accomplishment. CODA Coach services include:

- Career transition
- Upskilling
- Relationship / communication facilitation
- Team Leadership and Management
- Organisation change

### Training



CODA Coach offers training services in the field of Project and Programme Management, within the PMI® framework as well as in any Project area:

- **PMI-PMP® Exam preparation**
- Training on **Project Management Soft Skills**
- Customized training on any **specific Project area** (e.g.: Risk, Stakeholder Management)

### Consulting



Expertise in complex, high-tech projects and programmes. Services tailored to your business specific needs include:

- **Project diagnosis / assurance**
- **Project recovery**
- **Stakeholder management strategy**
- **Control / Monitoring of complex projects and programmes**
- **Management of suppliers**



*David Colliquet, MSc, PMP*

A graduate of Ecole Polytechnique (MSc, Palaiseau-France) and ENSTA Paristech (MSc, Paris-France), as well as a PMI-PMP certified practitioner and an auditor of the International Coaching Institute (ICI, Geneva), I have a successful 16-year track record in the Defence & Aerospace sector, managing projects & programmes as well as leading large international teams. I hence applied all aspects of project, programme and R&T portfolio management, from small testing projects up to large aerospace programmes.

This experience convinced me that **human factor is at the center of project success – a manifesto for my practice.**

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# Coaching

## What is coaching?

There are as many definitions of coaching as there are coaches in this world. One fitting closely to my own vision is that of the International Coach Federation (ICF), defining coaching as a **partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential.**

In my view, coaching is about inspiring people to enable them find their own way to achieve their goals. I use coaching as a powerful method to realize my clients' full potential: to value their strengths, to mobilize their talents and to stimulate their soft skills – a path to both professional performance and personal blossoming, as evidenced by some studies (see right box).

In practice, coaching is materialized through work sessions between the client and the coach who together set out specific actions to be completed between sessions. The active role of the client in performing these actions is the essential key to change and success. Each case is unique, however statistics say that 75 percent of coachings last less than one year, with an average of 2.5 sessions per month.

## How can CODA Coaching Services help you?

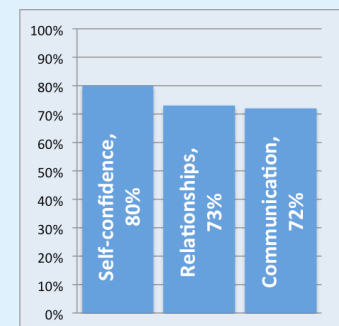
Having been both a team member and a team leader in various environments, I highly value the essential factor behind any business success: people!

My project-oriented mind will definitely act as a catalysor in the coaching relationship: obviously in strongly project-focused environments, but also in any type of business, to keep the customer's goal as a watermark, anytime.

Coaching services can be provided in English, French or German.

### Impact and benefits of coaching: A phenomenon monitored by PriceWaterhouse Coopers since 2009

The largest professional coaching association worldwide, the International Coach Federation (ICF) has been regularly commissioning the independent Audit & Consulting company PwC to collect and analyse key facts about coaching practice. PwC has shown that coaching has in the vast majority of cases a positive impact on both professional performance and personal satisfaction. This is especially striking for key skills such as selfconfidence, relationships and communication.



Proportion of performance improvement through coaching

More under  
[www.coachfederation.org](http://www.coachfederation.org)

Subject of the coaching	Frequent business situations	Examples from the Project Management world
Individual	<input type="checkbox"/> Career transition <input type="checkbox"/> Upskilling	- A newly-appointed Project Manager wants to succeed in a challenging project or a new position - The Project Manager needs to reinforce some of the soft skills for use in a current or upcoming project team: resilience, assertiveness, confidence, resistance to pressure, ...
Relationship	<input type="checkbox"/> Relationship / Communication facilitation with team members or clients	- Solving a conflict between the Project Manager and a project team member - Facilitating the relationship between the Project Manager and an important but difficult stakeholder (e.g.: Sponsor, external client) - Improving general project stakeholder management
Management / Group	<input type="checkbox"/> Team Leadership and Management	- Enhancement of the leadership and motivation power of a Project Manager - Coaching of a Project Team as a whole (e.g.: boosting creativity for an innovative project)
Executive / Structure	<input type="checkbox"/> Organizational change	- The executive level of a company with high project-adherence wants to develop a new PDP strategy and uses coaching to facilitate this change in the organization

# Training

## About Project Management standards

Among the multitude of Project Management standards, three acronyms are often mentioned: PMI-PMP®, PRINCE2®, IPMA. For me, the primary advantage of introducing and using any defined Project Management methodology is to ensure the same language between project players.

## How can CODA Coach Training help you?

CODA Coach offers Project Management Training in all forms to suit your company's needs:

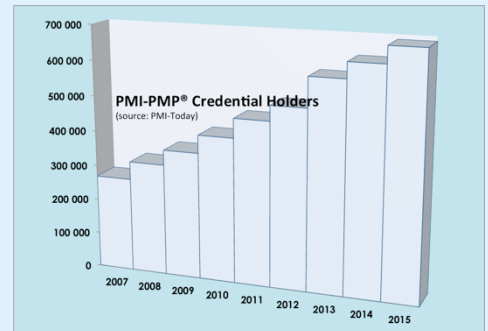
- Individual or group training
- Physical or virtual classrooms
- In English, French and German

This includes:

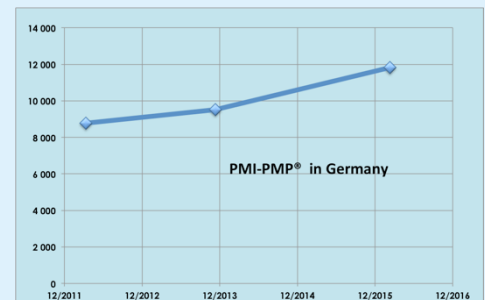
- **PMI-PMP Exam Preparation** (35 hours of formal PM Training)
- **Tailored Project Management Training** (stand-alone or in connection with a Project Standard), in particular for the following Project areas:
  - Stakeholder Management
  - Risk Management
  - Monitoring & Reporting for complex projects and programmes

## Accredited Project Professionals: a growing trend worldwide

Achieving a formal Project Management accreditation brings many benefits: methods, discipline and a common communication basis for all stakeholders. The significant trend worldwide to develop accreditation of project professionals is therefore not surprising.



It is particularly visible with the growth of PMI-PMP® Credential Holders, meaning project professionals having an active PMP credential: in a time span of only two years, the global amount of PMI-PMP Credential Holders increased by 15%.



The trend is even more vivid in Germany, where this amount increased by 22% during the same period.

## Project Training + Coaching: A winning combination

Becoming accredited means acquiring a vast body of knowledge in a short timeframe. It is why I offer to accompany project managers both in the training phase to reach the accreditation, and also after, in the form of a coaching relationship. This expands the benefits of PM accreditation, ensuring that the accredited professional mobilizes all the needed "hard" (technical) and "soft" (personal/ interpersonal) skills. It catalyzes both the success of the project and his/her own self-accomplishment, bringing motivation for future projects: a virtuous circle for the company and for the person!

Exploiting full potential through Coaching



Formal Project Training: gaining a knowledge foundation



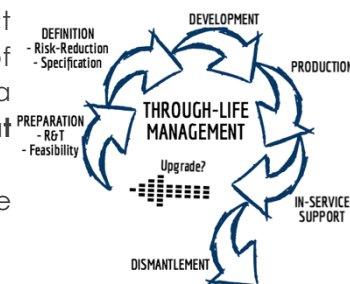
Learning Project Management "on-the-job"



# Project & Programme Management Consulting

I offer **independent Consulting services** in the area of Programme and Project Management for national and international companies, tailored to the need of customers. Having worked on all phases of a programme, my approach uses a **Through-Life Management** perspective, which results in placing **life-cycle cost at the center of key project and programme decisions** at each phase.

The following services can be performed in the **Public**, in the **Aerospace** and in the **Defence** sectors, working at Project, Programme and/or Portfolio / Executive level:



Consulting Services	Project	Programme	Portfolio / Executive	Outputs	Benefits
<b>Project Assurance / Programme Review</b>	X	X		<input type="checkbox"/> The "health" of the Project / Programme is checked against its main metrics (Quality, Cost, Schedule, Resources, Scope) and challenged with Stakeholders <input type="checkbox"/> The analysis is outlined in a transparent and objective manner to Project / Programme sponsor and relevant stakeholders	The company can detect Project / Programme risks to meeting strategic goals early enough and is able remedy to them.
<b>Project Recovery / Programme Recovery</b>	X	X		<input type="checkbox"/> Issues and root causes are investigated; remedies are defined and launched <input type="checkbox"/> Long-term changes are defined and implemented, to enable to recover success track and durably keep it.	The company is able to identify the needed changes to succeed in the long-term avoiding a "fire-fighting" approach)
<b>Stakeholder Management Strategy</b>	X	X	X	<input type="checkbox"/> A Stakeholder List is produced together with related Risks & Opportunities <input type="checkbox"/> A subsequent Stakeholder Management Plan is defined for implementation to ensure long-term results	The company has a methodology to successfully treat both its "threatening" and "opportunity-making" stakeholders while increasing its customer satisfaction.
<b>Monitoring of complex Projects / Programmes / Portfolio</b>	X	X	X	<input type="checkbox"/> Various depths of reporting and associated metrics are defined, in line with strategic & operational goals at Project / Programme / Portfolio level. <input type="checkbox"/> Relevant reporting process & tools are implemented	The company increases its ability to steer complex projects without losing its strategic goals
<b>Complex procurement and management of suppliers</b>		X	X	<input type="checkbox"/> Strategic / non-strategic procurement needs and constraints are reviewed and sorted out. <input type="checkbox"/> A procurement strategy is defined and implemented, for a flow down both in Projects and Procurement branches.	The company is able to systematically align its procurement methods and choices with its business strategy
<b>Through-Life Management</b>		X	X	<input type="checkbox"/> A comprehensive review of Through-Life Management processes within the Programme / Company is performed <input type="checkbox"/> An action plan to develop particular Through-Life fields of practice is defined for implementation	The company develops a Through-Life Management culture from the top and reduces strategic risks (e.g. obsolescence) by an early treatment

## About David Colliquet

David Colliquet graduated as an engineer from Ecole Polytechnique (MSc, Palaiseau-France) in 1997 and from ENSTA Paristech (MSc, Paris-France) in 1999, with core academic domains in the field of quantum and solid-state physics, then space propulsion and management.

He has been constantly **involved over 15 years in Project Management** with experience both in small and large projects from the **Aerospace and Defence sectors**, as **team lead** and team member, and has acquired a **high multicultural awareness**.

He first held various positions in the French Ministry of Defence in Paris until 2007, starting in 1999 as a Test Project Manager, leading and coordinating ground-based missile tests in a supersonic wind-tunnel. In 2002, he joined a strategic missile integrated programme team, coordinating interfaces with Rafale and M2000 jet fighter programmes during major parallel development phases. In 2005, he moved to the Research and Technology area, managing a large R&T Portfolio representing 15% of the French public Defence Research effort.

In 2007, he joined OCCAR, the international Defence Programme Management agency based in Bonn (Germany), as head of the Development and Production team within the TIGER combat helicopter programme. In 2011, he was appointed TIGER Programme Manager, leading the TIGER Division (~50 head-count) and being responsible for the programme (programme magnitude: 10 Billion EUR) for its development, production and support phases towards France, Germany and Spain.

In 2016, he decided to found CODA Coach, with the vision to convert his professional expertise and human experience to foster inspiration towards Project professionals.

He has been **PMI-PMP certified since 2011** (Accreditation #1398991) and has performed in 2016 the **ICI Master Coach programme** at the International Coaching Institute (ICI, Geneva-Switzerland).

His working languages are **French** (mother tongue) as well as **English** and **German** (both **professional proficiencies**).