

## How To Run Successful Projects – 2 Day Workshop



### Overview

**This workshop teaches what you need to know to run any project successfully.**

If you are new to project management, you leave the workshop saying. 'I'm a Project Manager'.

If you've been doing project management for a while it reminds you of the essentials or things you've maybe forgotten the significance of.

On the workshop there's no case study. You don't play games with Lego blocks! Instead attendees use their own projects as case studies. Thus, the workshop is tailored to each individual attending it.



**Attendees are not just ‘attending the course’ for the two days. They end up;**

- Building a real plan for their project
- Having this plan assessed during the workshop
- Solving real life problems that apply to them on their project
- Doing ‘real work’.

**This kind of training has enormous benefits for both the individual undertaking the training and for the organisation to which they belong.**

## Attendees

- Can make commitments on project budgets and delivery dates with maximum confidence – and deliver on these commitments
- Far less ‘firefighting’ and unpleasant surprises on projects, thereby saving / freeing up much valuable time
- Able to build a track record of consistent project delivery
- Renewed and enhanced focus on the things that really matter
- Greater job satisfaction
- Far less stress and working long hours





## Organisation

- Has a common language for dealing with projects
- Projects done as quickly and as cheaply as possible
- Far better visibility by senior management into the status of projects as they are executed
- Much more predictability in terms of project delivery dates and budgets
- Significantly less surprises – especially unpleasant ones.





## Typical Problems that the Workshop Solves

1. You'd like to do projects better, but you know you don't need a full-blown project management methodology
2. You'd like a stripped-back project management method which newcomers can learn quickly, and which reinforces the knowledge of experienced project managers
3. You're not sure if you need project management at all or you just need to manage time more effectively
4. You'd like to hit deadlines and meet promises without late working
5. You'd like to reduce stress levels
6. You often have unpleasant surprises – projects that 'go long' suddenly & out of the blue
7. You'd like to become better at estimation
8. You have project managers with different backgrounds / styles / experience, and you'd like to have a standard way of doing things – a basic structure and language which describes what to do and what not to do
9. Individual people, or the organisation as a whole, don't overcommit
10. You need to become better at managing scope change
11. You need to become better at dealing with impossible deadlines



## Skills and Behaviours Taught

- How to identify all project's stakeholders - How to establish the goal of the project – the goal which will satisfy the win conditions of all the stakeholders
- How to implement effective change control while still successfully managing the expectations of the stakeholders
- How to accurately estimate projects – even those phases of the project which lie very far into the future
- What exactly the project manager is required to do, what s(he) is responsible for i.e. the roles and responsibilities of the project manager
- How to identify the resources required for the project , and to ensure that those resources will be available and what to do if they are not
- How to play to the strengths of the project team [The word 'team' is used in the widest sense i.e. it includes the stakeholders]
- How to put a margin for error into the project plan using contingency and risk analysis / risk management



Skills and Behaviours Taught continued...

- The correct response when the project given to the project manager is impossible to achieve within the given deadline, budget or resource constraint
- How to negotiate with the stakeholders, and resolve conflicts when their win-conditions are impossible to reconcile
- How to lead / work with / influence other people to get the best out of them
- How to use the plan as instrumentation to drive the project, and to correctly assess the status of the project
- How to do truthful, accurate and useful status reporting, and the project manager's daily routine
- How to do audits / post mortems / reviews at the conclusion of projects
- How to assess any project in five minutes using the Probability of Success Indicator (PSI)
- Working less and achieving more [a condensed version of *The Power of Doing Less* workshop]



### ***Learning Approach***

- **Tell** – the instructor teaches attendees a particular step; explains why it is important; how the step is carried out and any other issues they need to be aware of
- **See** – The instructor and the class apply a particular step to an attendee's project. Attendees see how what they have been taught is applied in a real-life situation
- **Do** - The most important bit. Attendees apply what they have learnt to their own projects
- **Assess** – By assessing how likely their project is to succeed, attendees can gauge how well they have absorbed what they have been taught



# Benefits of this Training



## To the Attendees

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- Renewed and enhanced focus on the things that really matter
- Greater job satisfaction and Far less stress and working long hours

# Benefits to the Organisation



- Has a common language for dealing with projects
- Projects done as quickly and as cheaply as possible
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## Contents:



### **09:00                      Introduction**

The nature of projects. The BIG problem in project management. The Method - The Ten Steps: Steps 1-5 are about planning; Steps 6-10 about executing the plan.

Why planning is so important. Project Probability of Success Indicator (PSI). What not to say when you get given a project.

### **9:30 – 11:00      Step 1 - Visualise the goal**

Where you're heading. Identifying the key success and failure factors in a project. Picking the outcome you want. The goal must be bounded and not vague. Change Control. The First Law of Project Management. Establishing the goal of the project.

Understanding stakeholder's requirements and how stakeholders hope to 'win' in the project. Identifying the win-conditions of the stakeholders.

How to identify all project's stakeholders and influencers. How to establish the goal of the project – the goal which will satisfy the win conditions of all stakeholders.

How to implement effective change control when stakeholders are pressurizing you to do otherwise. Scoping and planning projects in a day. Attendees establish the goal of their own project.



11:00 - 11.15 Break

## 11:15 – 13:00 Step 2 - Make a list of jobs

The planning process begins here. Estimating. Good estimation is the crucial skill in project planning.

Without proper estimation it is impossible to (a) make realistic commitments to customers, management, investors, shareholders or other project stakeholders; or (b) know the true cost of a project.

Poor estimation is the reason why many projects run late, over-budget or leave stakeholders with a bitter taste in their mouths – or worse.

The Work Breakdown Structure (WBS). Estimating. Since estimating is about predicting the future, how can we do this with any degree of accuracy?

Effort and Duration. The importance of Knowledge. When and How to use Assumptions. How to accurately estimate projects – even those phases of the project which lie very far into the future.

**Why the 'rolling wave' approach is fundamentally wrong.** Making estimates that stakeholders can 'take to the bank'. Class example – taking one of the attendees' projects, build some of its WBS. Attendees build a WBS for their own project.

13:00 - 14:00 Lunch

## 14:00 - 14:30 Step 3 - There must be one leader

Project management is a real job with real duties. Estimating how much project management effort the project is going to require. The Project Manager's priorities.

What exactly the project manager is required to do, what s(he) is responsible for i.e. the roles and responsibilities of the project manager. Attendees calculate the project management effort for their own project.





## **14:30 – 15:30 Step 4 - Assign people to jobs**

Finding resources to do the work. Allocating work. Resource levelling. Optimising the skills in the team. How to identify the resources required for the project.

How to ensure that those resources will be available and what to do if they are not. Time ability and time management. How to play to the strength of the project team. Attendees resource their own projects.

15:30 – 15:45 Break

## **15:45 – 17:00 Step 5(a) - Margin for error**

What if doesn't work out like we thought? Contingency planning and risk analysis. How to put a margin for error into the project plan using contingency and risk analysis / risk management.

**Attendees put contingency plans into their own projects and do a risk analysis of their project.**



## 09:00 – 10:30 Step 5 (b) – Managing expectations

**Dealing with impossible projects.** The correct response when the project given to the project manager is impossible to achieve within the given deadline, budget or resource constraint.

How to negotiate with the stakeholders and resolve conflicts when their win-conditions are impossible to reconcile.

10:30 - 10:45 Break

## 10:45 – 13:00 Attendees complete their plans and score their projects using the PSI

(Probability of Success Indicators).

13:00 - 14:00 Lunch



## **14:00 – 14:30 Step 6 - Use an appropriate leadership style**

**Leadership styles.** How to lead / work with / influence other people to get the best out of them. What to delegate, when and to whom. Class exercise and individual exercise.

## **14:30 - 15.00 Step 7 - Know what's going on**

**Using your plan** as instrumentation to drive the project. Monitoring and control. Positive and negative signs. No surprises. How to correctly assess the status of the project. The project manager's daily routine.

## **15:00 – 15:30 Step 8 - Tell people what's going on**

**Status reporting.** How to do truthful, accurate and useful status reporting

Project meetings. Telling it like it is. Communicating bad news. The project manager's weekly routine.

## **Step 9 - Repeat Steps (1) - (8); Step 10 - The Prize**

Project Audits. How to do audits / post mortems / reviews at the conclusion of a project. Wrapping up a project.

15:15 - 15:30 Break



## **15:30 – 16:45 The Power of Doing Less**

Working less and achieving more. Managing time across many projects. Why conventional time management courses / methods / systems don't work. A system for working shorter hours and getting more done.

16:45 -17:00    Finish.