



A Sixth Sense for Project Management®

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Amazon Bestseller

Published Spring 2011

“A must read for any project manager seeking practical advice on how to tackle the most difficult aspect of achieving change – aligning the people involved”

J. Neely, Vice President, Booz & Co.

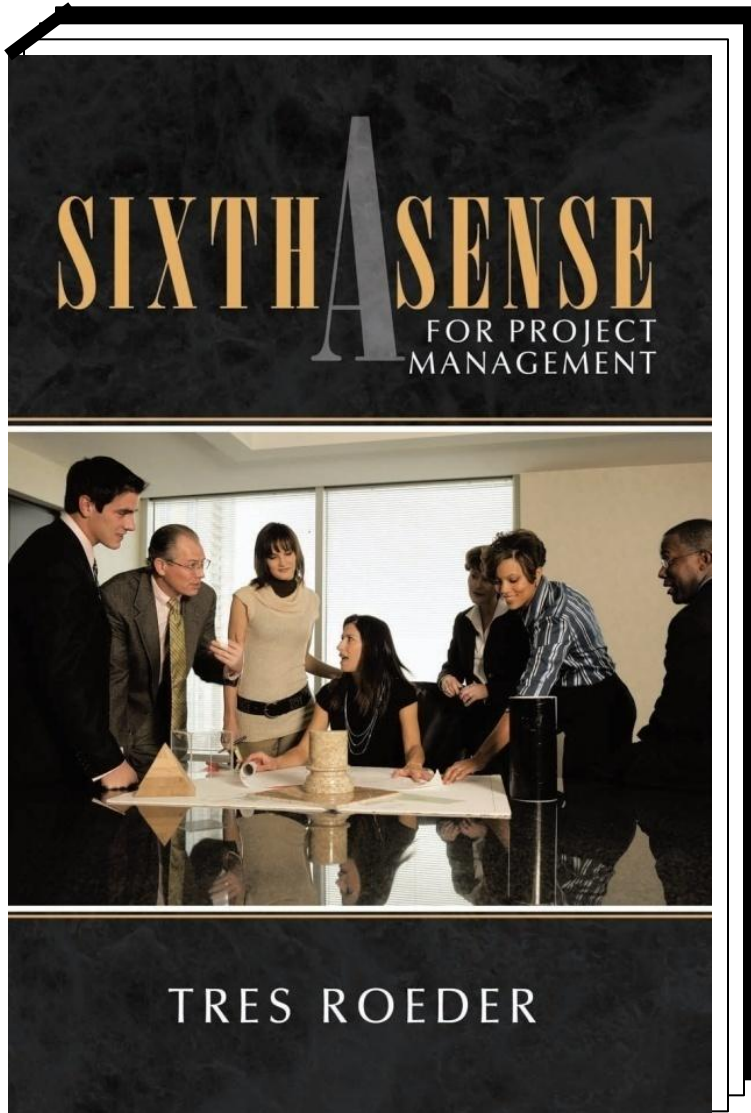
BARNES & NOBLE.com
www.bn.com

amazon.com.

Roeder
CONSULTING .com

**You can qualify for up to 6 Category C Self Directed Learning PDUs when you read this book. Category C PDUs are an economical way to increase your project management sixth sense abilities on your own schedule. Remember to document how your learning relates to project management.*

Change Successfully



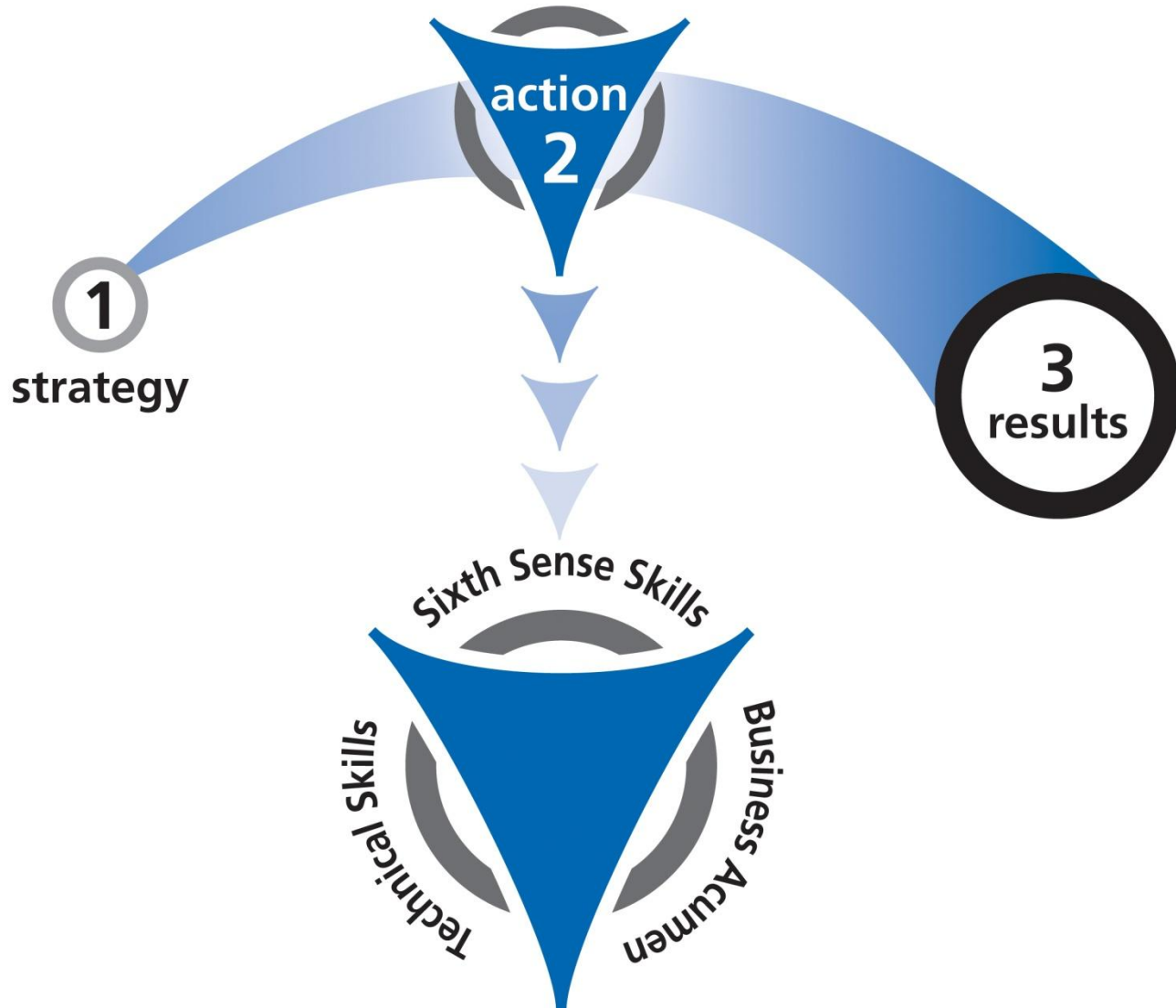
Managing A Project Includes ...

Identifying Requirements

Addressing the various ***needs, concerns, and expectations of the stakeholders*** as the project is planned and carried out

Balancing the competing project constraints including, but not limited to: scope, quality, schedule, budget, resources, risk

A Balanced Approach



Sources of Project Failure (partial list)

Planning and Initiating

- Lack of business ownership and accountability
- Insufficient or non-existent approval process
- Poor definition of project scope and objectives
- Unclear or unconvincing business case

Stakeholder Management & Team

- Insufficient attention to stakeholders, their needs and expectations
- Lack of senior management/executive support
- Inadequate visibility of project status
- Denial adopted in preference to hard truths
- People not dedicated to project; trying to balance too many priorities
- Project team members lack experience and required skills
- Team lacks authority or decision making ability

Source: compilation of research from Standish Group (CHAOS report), Gartner Group and RC research



Roeder Consulting Webinar Data: Project Managers Must Work Through Others



“Roeder Consulting, a Cleveland-based training firm, offers a free, live webinar each month on topics such as goal-setting and effective leadership.”



A poll of our global webinar audience showed 76% of respondents did not have ANY project stakeholders reporting directly to them



2011, Sixth Sense Most Important

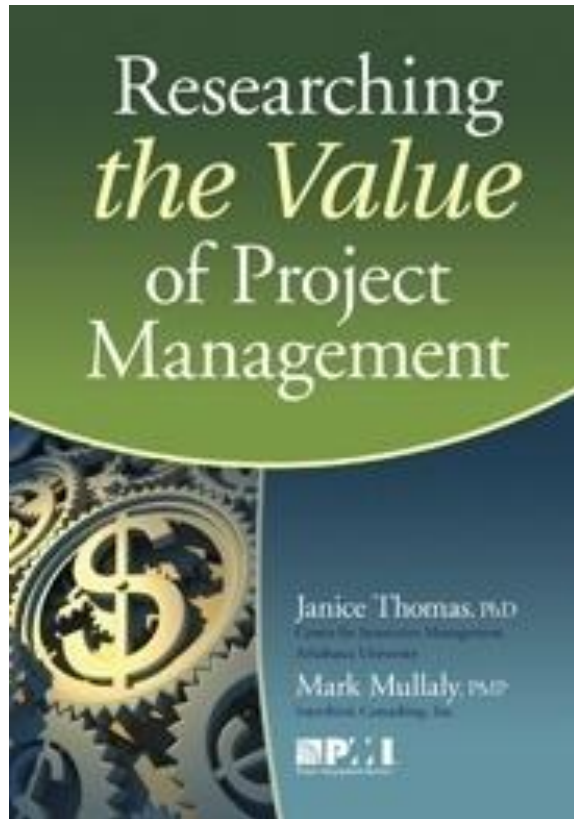


© 2011 Project Management Institute, Inc., Research conducted by Jo Ann Starkweather and Deborah H. Stevenson at Northeastern State University in OK

Competency	“Important” and “Extremely Important”
Leadership	94.8
Ability to communicate at multiple levels	93.5
Verbal Skills	87.2
Written Skills	87.1
Attitude	85.3
Ability to deal with ambiguity and change	82.9
Work history	68.9
...	
PMP® Certification	15.4



2007, Sixth Sense Most Important



Research shows that Project Management, as a profession, delivers more value when ...

- *“Implementation ... is most relevant for the organization”*
- *Firms conduct more training than average on leadership, people skills*

1987, Sixth Sense Most Important

President of the U.S



One gallon of gas cost

89 cents

Stock market notables

↓ 22.6% on October 19

Top pop song

Walk like an Egyptian

Born

Tim Tebow, Maria Sharapova

Top PM Problems

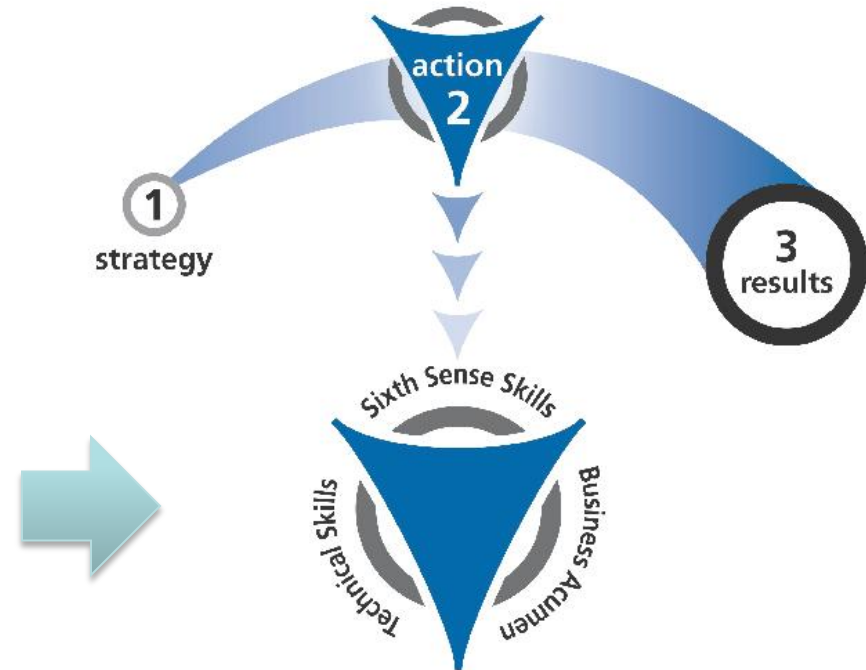
“The primary problems of project managers are not technical but human.”

PMBOK® Appendix G

“Effective project managers acquire a balance of

technical, interpersonal, and conceptual skills

that help them analyze situations and interact appropriately. “



Flip Conventional Wisdom – It's About The People Skills First



People Management Professional



A New Era In Project Management

- Many Projects Fail
- Lack Of Sixth Sense Is A Key Reason
- 40 Years Of Project Management Doctrine Offers Little On Sixth Sense Skills
- Project Success Calls For A Balanced Approach That Includes...

A Sixth Sense for Project Management®



A Two-Year Effort Led To The Six Disciplines

Roeder Consulting ...

- Sponsored project manager surveys and discussions
- Studied scientific research and related articles
- Attended conferences - scientific and project management
- Captured expertise within the experienced Roeder Team
- Worked with various additional Subject Matter Experts

Research Was Synthesized Into The Six Disciplines:





AWARENESS

Tune Your Radar To
People and Situations

first discipline

Change Successfully





WHOLE BODY DECISIONS™

Use Your Brain, Heart and
Gut To Make Great Decisions

second discipline

Change Successfully



CLEAR COMMUNICATION

Communicate Straightforward
Thoughts, Words and Images

third discipline

Change Successfully



ADAPTABILITY

Adapt but don't Break, be a
Chameleon With A Core™

fourth discipline

Change Successfully





DIPLOMACY

Unearth Common Ground
and Influence Outcomes

fifth discipline

Change Successfully



PERSISTENCE

Melt Obstacles and
Visualize Success

sixth discipline



A Sixth Sense For Project Management® Is About More Than Projects

Human Resource
Executive Online®



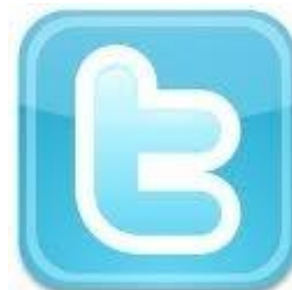
everyday HEALTH ™ TODAY'S THE DAY

The logo for 'everyday HEALTH' features the word 'everyday' in a bold, lowercase font, followed by 'HEALTH' in a smaller, uppercase font. To the right is a colorful sunburst icon with seven rays in blue, green, yellow, and red. The text 'TODAY'S THE DAY' is positioned to the right of the sunburst.

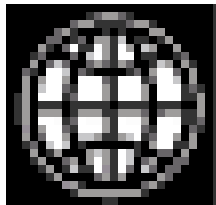
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Connect with us and Receive

- Valuable tips for project success
 - Short articles and features
- Announcements of upcoming events and webinars



You're In The Right Place At The Right Time



The World Bank

Projects Account for 1/5 of World's GDP



You're In The Right Place At The Right Time

Economist Intelligence Unit

**The
Economist**

Q: What capability will be most critical to your company's success in the next five years?

A: Ability of key staff to lead and implement strategic change initiatives





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Thank You!