

A Sixth Sense For Project Management[®]

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Roeder Consulting, Inc.

Session COM05:
A Sixth Sense For Project Management
“The Human Side Of Managing Projects”

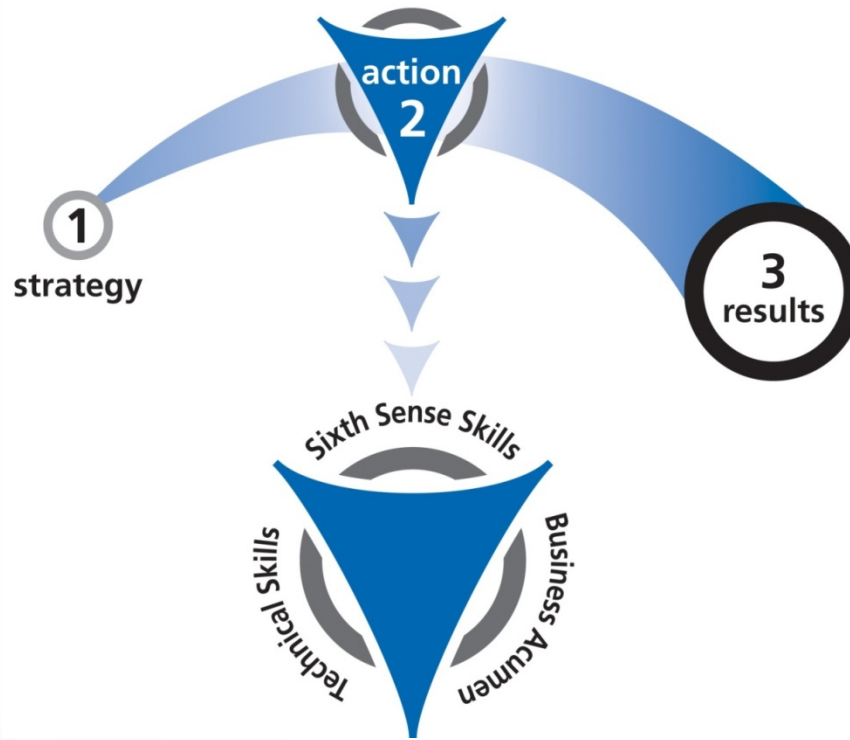
Managing A Project Includes ...

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)

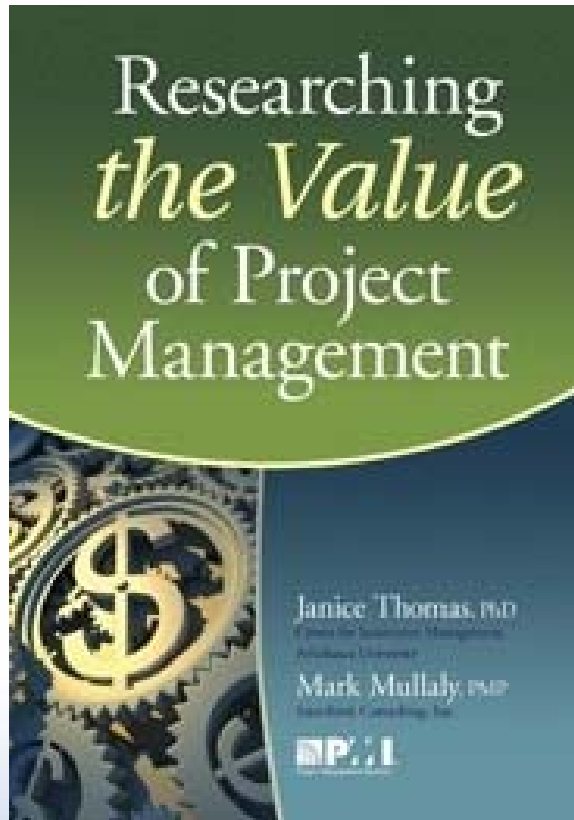
Planning and Initiating

- 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

Sources of Project Success (partial list)



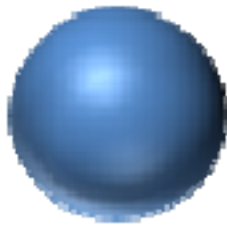
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Research shows that Project Management, as a profession, delivers more value when ...

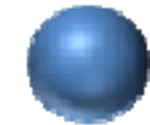
- *“Implementation ... is most relevant for the organization”*
- *Firms conduct more training than average on leadership, people skills*

PMBOK® Guide Word Count

“Project”



5968



1841

“Process”



759

“Change”



115

“Results”



49

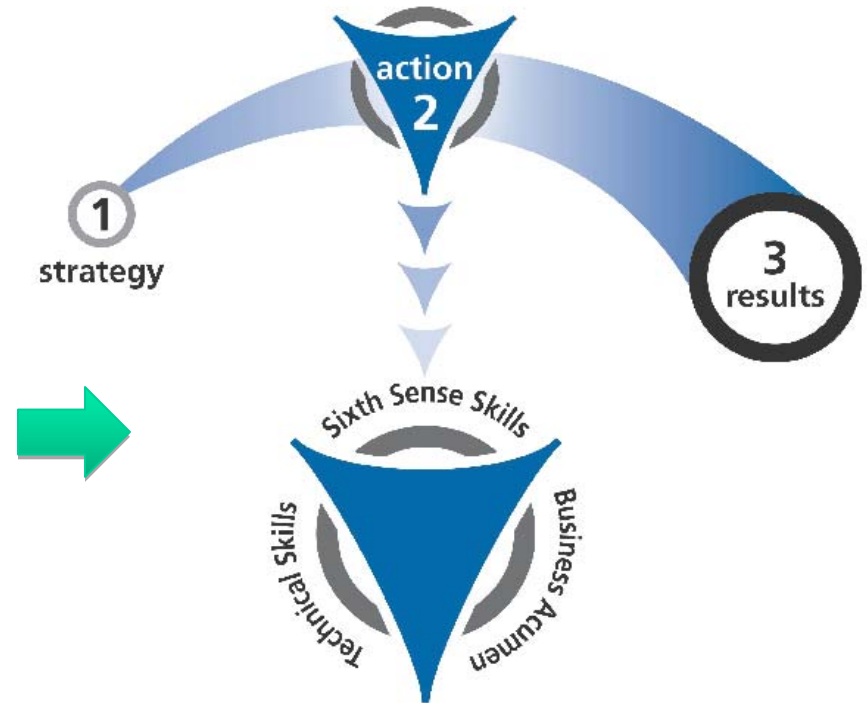
“People”

Source: *A Guide to the Project Management Body of Knowledge (PMBOK® Guide)* – Fourth Edition, Roeder Consulting analysis

PMBOK® Guide - Appendix G

“Effective project managers acquire a balance of ***technical, interpersonal, and conceptual skills*** that help them analyze situations and interact appropriately. “

Note: PMBOK® Guide, Appendix G



PMBOK® Appendix G (continued)

Categories

Leadership

Team Building

Motivation

Communication

Influencing

Decision Making

Political & Cultural
Awareness

Negotiation

Note: *PMBOK® Guide*, Appendix G

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®



AWARENESS

Tune Your Radar To People
and Situations

first discipline



WHOLE BODY DECISIONS™

Use Your Brain, Heart and Gut
To Make Great Decisions

second discipline



CLEAR COMMUNICATION

Communicate Straightforward
Thoughts, Words and Images

third discipline



ADAPTABILITY

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

fourth discipline



DIPLOMACY

Unearth Common Ground and
Influence Outcomes

fifth discipline



PERSISTANCE

Melt Obstacles and
Visualize Success

sixth discipline

Sixth Sense Disciplines

	AWARENESS	Tune Your Radar To People and Situations
	WHOLE BODY DECISIONS™	Use Your Brain, Heart and Gut To Make Great Decisions
	CLEAR COMMUNICATION	Communicate Straightforward Thoughts, Words and Images
	ADAPTABILITY	Adapt but don't Break, be a <i>Chameleon With A Core™</i>
	DIPLOMACY	Unearth Common Ground and Influence Outcomes
	PERSISTANCE	Melt Obstacles and Visualize Success

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

You're In The Right Place At The Right Time

**You Are Developing
Yourself Today And
Will Be Ready For
The Challenge**



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