The Natural Union between the Project Management Community and LSP Community
A Summary of the State of Project Management Tradecraft
Some Surprising Statistics on Projects and the Management of Them

- An astounding 97% of organizations believe project management is critical to business performance and organizational success. (Source: PricewaterhouseCoopers)

- 80% of project management executives don’t know how their projects align with their company’s business strategy. (Source: Changepoint)

- 33% of projects fail because of a lack of involvement from senior management. (Source: University of Ottawa)

- Businesses identified “capturing time/costs against projects” as their biggest project management challenge. (Source: The Access Group)
Some Surprising Statistics on Projects and the Management of Them (2)

• Over 1 in 3 (34%) projects have no baseline. (Source: Wellingstone)

• For every $1 billion invested in the United States, $122 million was wasted due to lacking project performance. (Source: PMI.org)

• 75% of business and IT executives anticipate their software projects will fail. (Source: Geneca)

• 50% of all Project Management Offices (PMOs) close within just three years. (Source: KeyedIN)

• Fewer than a third of all projects were successfully completed on time and on budget over the past year. (Source: Standish Group)
Some Surprising Statistics on Projects and the Management of Them (3)

- 75% of IT executives believe their projects are “doomed from the start.” (Source: Geneca)

- High-performing organizations successfully complete 89% of their projects, while low performers complete only 36%. (Source: PMI.org)

- 63% of companies defer to executives to decide when to eliminate or put off a project. (Source: InformationWeek)
The Current PM Tradecraft Tool Set

STRATEGIC & BUSINESS MANAGEMENT
Business oriented skills; applies to all certifications
- Benefits management and realization
- Business acumen
- Business models and structures
- Competitive analysis
- Customer relationship and satisfaction
- Industry knowledge and standards
- Legal and regulatory compliance
- Market awareness and conditions
- Operational functions (e.g., finance, marketing)
  - Strategic planning, analysis, alignment

LEADERSHIP
Competency in guiding and motivating; applies to all certifications
- Brainstorming
- Coaching and mentoring
- Conflict management
- Emotional intelligence
- Influencing
- Interpersonal skills
- Listening
- Negotiation
- Problem Solving
- Team building

TECHNICAL
Domain expertise, certification-specific
- Agile practices
- Data gathering and modeling
- Earned value management
- Governance (project, program, portfolio)
- Lifecycle management (project, program, portfolio, product)
- Performance management (project, program, portfolio)
- Requirements management and traceability
- Risk management
- Schedule management
- Scope management (project, program, portfolio, product)
- Time, budget, and cost estimation
The Espoused Gap Between Tools and Successful Outcomes
The Natural Nexus Between LSP and Project Management Tradecraft

(1) Project Vision
(2) Stakeholder Engagement
The “Sell” for LSP

2017 PMI Silver Spring Chapter Annual Conference
The Workshop Concept

(1) Skills Building

(2) Open Ended: Build the next generation phone

(3) Build Share Vision of this NexGen Phone
Process Steps

1. Challenge
2. Construction
3. Sharing
4. Reflection

Picture Credit: Julien GONG Min, https://www.flickr.com/photos/bfishadow/3634061465
The “Sell” for LSP

2017 PMI Silver Spring Chapter Annual Conference
Why Lego® Serious Play® Works.....here

- 3D communication in the abstract appealed to the audience
- Storytelling seemed to a welcomed new concept
- Group sharing and reflection was VERY powerful for vision creation