



Infogrinder
Results that Matter

Delivering More Value for Less Effort

Prepared for PMI Lakeshore Chapter
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**On-time and
on-budget
doesn't equal
value?**

AGENDA

- What Project Integration requires from you
- Understanding Value to be delivered
- Aligning Expectations Behaviours and Outcomes
- When OnTime + OnBudget don't equal Value
- How to prevent lost value
- Conclusion

Project Integration Management

- Develop Project Charter
- Develop Project Management Plan
- Direct and Manage Project Work
- Monitor and Control Project Work
- Perform Integrated Change Control
- Close Project



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TRUTH - JUSTICE - THE AMERICAN WAY

What is expected from you



- **Elevate Your Thinking** to see the big picture
- Manage the PM process **interdependencies**
- Apply judgment in making plans, decisions and tradeoffs **in context of value to be delivered**

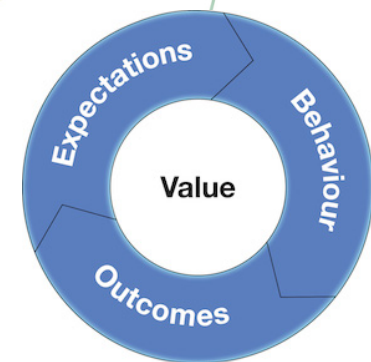
Understand Value to be Delivered

- What value does your boss expect
- Discuss high-level plan to **confirm value** before spending time and money



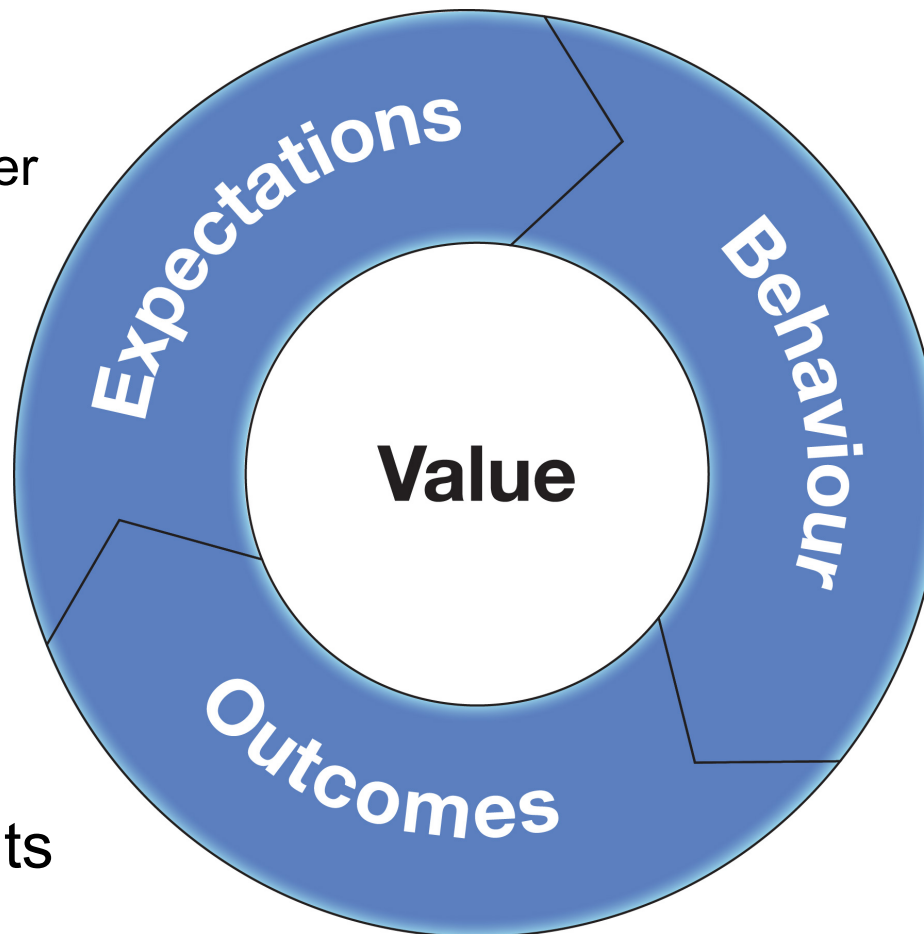
Align Expectations, Behaviors and Outcomes

- Framework for preventing (and solving) problems
- Critical on complex projects with multiple interfaces and handoffs
- Manage people more effectively
- Reduce overall conflict, stress



EBO

What must
happen in order
to achieve the
results



Observable
behaviour;
What people
say and do

Results

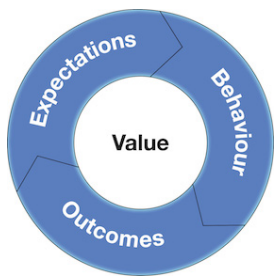
When OT+OB \neq Value

- Examples of lost value
- How to prevent this from happening



Outcome not fit for purpose

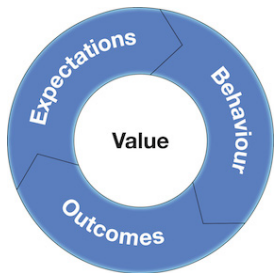
- Output poorly defined at outset; changes in order to meet schedule and budget made product unusable; product no longer relevant.



Talk to downstream users during planning and again before any changes to get ‘handshake’ that product is fit for purpose

Stakeholder **expectations** not met

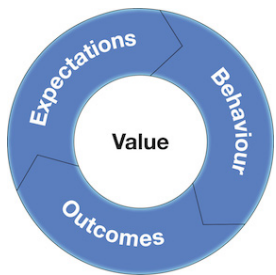
- Customers, stakeholders unhappy, not well informed; surprised by changes; their other work was disrupted.



Talk to stakeholders early on; clear, concise, complete communications

Bad Behaviour impacts team

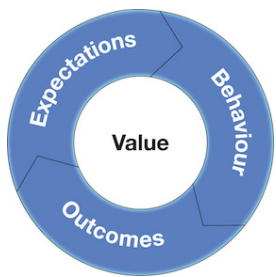
- Team is stressed out, burned out, disengaged, resignations;



Delegate effectively, follow-up, provide lots of feedback, encourage early identification of issues and bad news

Outcome creates post-project cost

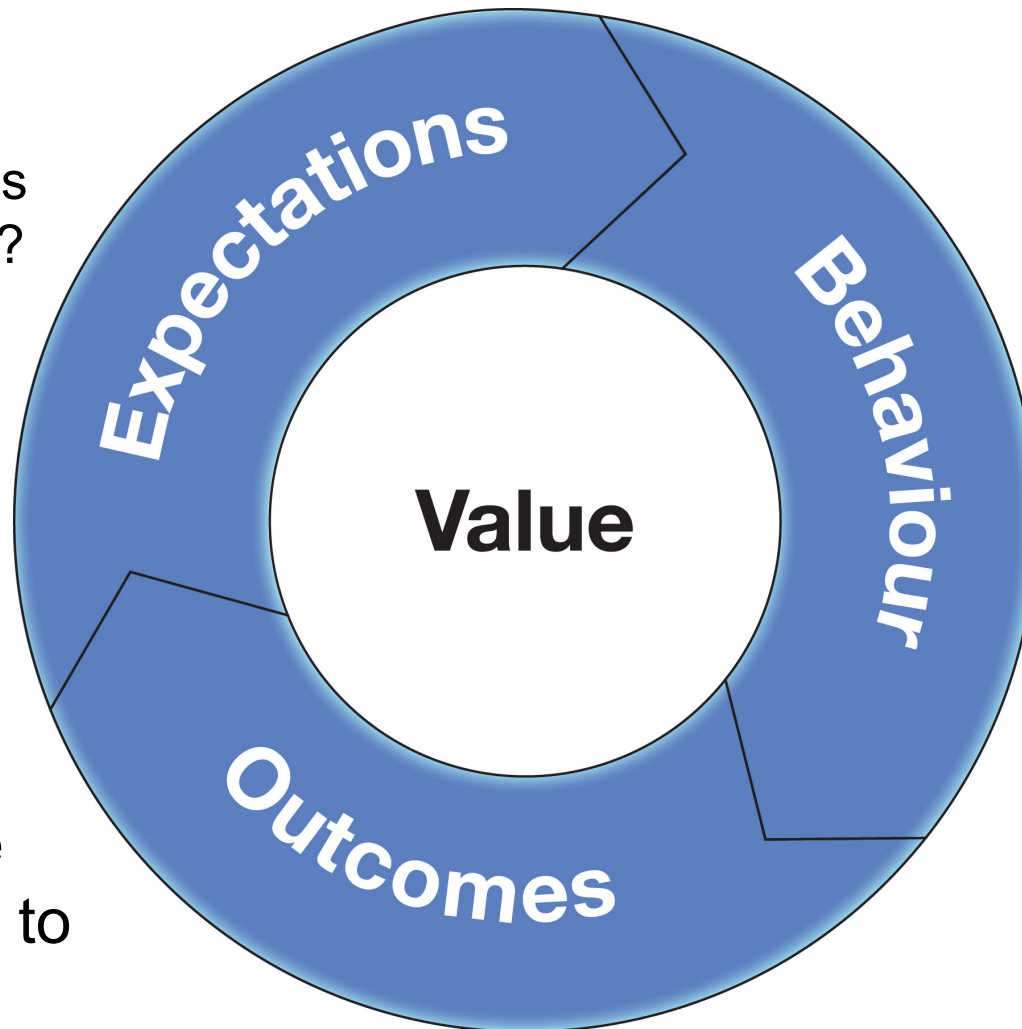
- Post-project implementation too expensive
- Product creates more work or incompatible with existing products or processes



Elevate your thinking at beginning of project to define outcome and impact it may have on other work beyond the project

EBO

Are all the expectations understood?



Diligently manage behaviour

What are we trying to achieve?

Recap:

- Elevate your thinking to see the big picture
- Understand the value to be delivered
- Make judgments, plans, decisions and tradeoffs in context of this value
- Align expectations, behaviours, outcomes
- Ask: Are we still adding value?



Conclusion

Deliver your next project
OnTime + OnBudget + Value
for Outstanding Results





Questions? Feedback?

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