

Al's Angle 1

August 13th AM on PM Breakfast Forum 2

So What's New? 2

Upcoming Seminars 3

Podcast of the Month 4

PM Tool Tip of the Month 4

LinkedIn and Twitter updates and AM on PM Summary 5

Welcome to our August Newsletter!



The Project Solvers' office is located at The Old Pickle Factory, Suite 216A, in Pittsford.

Welcome to our August newsletter. Hard to believe that this issue marks the 1st of Volume 3 already! With 12 issues per volume we are now celebrating our 25th newsletter—time flies! We hope you've been with us since the beginning and will continue to be with us going forward.

If you have any news to share, big promotion, new job, or have a compelling project management insight to share please let us know and we'll include it in our newsletter. We truly desire to be relevant and connected to our readership and clientele.

We are continuing our Cost Management theme this month. Our topic will focus a bit more on the finance side of projects. You'll be hearing more from Al at this month's AM on PM as Finance is his specialty. Ironically it is also the class I'm taking now for my Masters in Project Management. I now know more about Junk Bonds and Accelerated Depreciation than I ever believed was possible! Anyone care to debate IFRS vs GAAP? No? Didn't think so!

Regardless, you'll enjoy all the info in this month's newsletter. A good excel template for you and a short (10 minute) podcast too!

-Enjoy  
Joanne



Al's Angle — Cost Management: Triple Constraint is Skewed Toward Cost

Everyone knows that a Project Manager must simultaneously manage the three basic elements of a project: resources, time, and scope. All these elements are interrelated. But the missing element is **corporate politics**. All must be managed together if the project, and the project manager, is to complete the project successfully.

- **Cost** include contingencies, profit
- **Time** Task durations, dependencies, critical path
- **Scope** Project size, goals, requirements
- **Politics**

Although each are inter-related, the cost portion of Resources, however can affect all four is truly the most important.

We all are following the oil spill problem in the gulf. Politics has dictated that BP will

"make it right" no matter the cost. BP has capped the well and resources are now being diverted to the other tasks. The major concern now of this project is the COST for the cleanup. Political pressure is being applied by the government, but, in the end it will be COST that will drive the cleanup effort.

How do we know this? Exxon still has not cleaned up all the spill from the Valdez disaster. The politics of the project is about how to control the scope and how the project will be viewed by management for resources and sponsor support.

Make Cost your primary concern, when management is assured that cost control is paramount in your project, the politics will follow. If you have properly justified the cost and benefits of the project, have the necessary controls on scope while at the same time COMMUNICATING these elements politics will be in control. Who can play the political game

[Al's Angle cont'd]

when you are communicating the success and the control of your project? Communication and cost go hand in hand. Poor communications and cost will rise due to resources being removed or changed, and outside influences (politics) trying to communicate for you. Just ask Tony Haywood (former president of BP) if this is true! In summary watch out for the four elements of a successful project, cost being paramount in these trying times.

-Al

Please send comments to [agubiotti@theprojectsolvers.com](mailto:agubiotti@theprojectsolvers.com)

**AM on PM Forum on Cost Management Aug 13th— More to it than budgets**

Al Gubiotti will be leading this month's AM on PM Forum on cost management. In particular he will be provide an overview of how project costs fit into the overall cost structure of the company. It promises to be interactive and informative!

Date: Friday, August 13th

Time: 7:30am-9:00am

Location: Medaille College,

1880 Winton Rd, Rochester, NY

Cost: \$10

Pre-registration is appreciated for accurate headcount.

Bagels and Coffee Provided.

[Click here to register.](#)

COME THIS MONTH AND WIN A CHANCE TO TAKE HOME AN EXCLUSIVE MP3 PLAYER/USB DRIVE COMBO!



**So What's New?**

Congratulations go out to one of our MS Project Basics and Beyond alumni, **Mary Ann Collins**, who we placed as a Project Manager at Catalyst . You may also have seen her picture in the paper announcing the same!

We are also very pleased to report that we've placed, **Donna Ward** at Catalyst as well. Donna had previously taken our MS Project class, our Finance class, and our Intro to Agile class. We are thrilled that she will be starting her new role with Catalyst this month.

If you are looking for a position as a

Project or Program Manager please let us know, and forward us your resume!

Also new (technically last month) is the fact that Joanne has started her Masters program in Project Management through Boston University. It has been incredibly challenging so far; reading, lectures, exercises, and essays all due once a week! So if she doesn't get back to you right away on something, please forgive her!

We're also pleased that a prior associate of ours, **Edith Drewery-Browne**, has earned her Phd recently and has recently accepted a PMO position at Carestream. She has had

a very busy couple of months!

Project Solver's is happy to report that **Varsha Diwale**, who has been doing a great job as PMI Rochester's IT Director, is now working for The Project Solvers managing their website and blog site. We are excited to have her expert assistance! Varsha will continue to work as PMI's IT Director as well. Welcome, Varsha!

**The Project Solver's Services**

At The Project Solver's we offer a number of services above and beyond public seminars. Here's a list of what else we do:

- Project/Program Manager Placement
- Project/Program Manager coaching
- Project issues consulting
- MS Project consulting
- PMO set-up
- Custom training at your site
- Re-sale of project management software tools and books such as:
  - MS Project
  - WBS Chart Pro (we provide a discount off retail)
  - MindMapper (with a discount off retail)
  - Steve Tylock's LinkedIn Personal Trainer book
- Extra class workbooks

Don't forget also that we are a NYS certified Woman-owned Business Enterprise and a registered government supplier!

Not located in Rochester, NY? We also travel. We can arrange for any of our workshops and seminars at your location or at a venue nearby.

## Upcoming Public Seminars



### INTRODUCTION TO AGILE PROJECT MANAGEMENT— Earn 8 PDUs!

Thursday, Sept 16th,

2010

You are familiar with the concepts of traditional project management and may have used the concepts to manage multiple projects. For projects in which the requirements are continuously changing, you may need a more proactive project management approach; Agile!

This course is intended for anyone who wants to efficiently manage projects that experience frequent changes in user requirements or desires to learn about Agile. [Click here for info or to enroll](#)

### 'PMP IN FOUR' EXAM PREP BOOTCAMP— Earns 35 Contact Hours/PDUs!

Take the accelerated path to your PMP by way of our bootcamp in four consecutive weekdays OR four consecutive Saturdays. It's part of our 'PMP in Four' initiative which brings you alternate scheduling options that will fit your schedule. Note: we offer a special rate if you are unemployed. Contact us directly.

Watch the schedule for our next weekday boot-camp!

**Do the bootcamp in 4 consecutive weeks:**

[Click here ==>Four Consecutive Satur-](#)

[days, September 11th, 18th, 25th, and Oct 2nd](#)

**Or do on Mondays/Tuesdays during the day for two consecutive weeks:**

[Click here for more on the Sept 27th, 28th, Oct 4th, 5th offering.](#)

We are also offering our CAPM bootcamp during the same week.

The Certified Associate in Project Management (CAPM) is a fairly new credential and now you can get training for the exam here in Rochester. This course is designed for:

- The new project manager
- Those wanting to make the transi-



tion into project management

- Those who lack the requisite 3500 documented hours that the PMP exam requires.

### Finance for Project Managers

Earn 7 PDUs!

Friday, September 17th, 2010

This course is designed especially for Project Managers, General Managers and Functional Managers who wish to broaden their understanding of financial concepts and techniques to successfully manage larger projects.

[Click here for info or to enroll!](#)

### MS PROJECT 2007, Basics and Beyond Earn 16 PDUs!

Next offered August 26th-27th

Learn what's new in Project 2007. Learn the basics as well as advanced techniques such as resource sharing, creating budgets and tracking costs, customizing views, and interfacing with other applications. Note that [we are offering this seminar at a special rate if you are unemployed.](#)

[Click here to register or for more info.](#)

## Have you seen our Online Training offerings?

### Leveraging LinkedIn for Effective Projects

It's back! The Basic covers the basics of LinkedIn and will get everyone grounded on the same page. The Advanced is for more advanced users or for those who've attended the Basic session. This portion will demonstrate how to use LinkedIn and its associated applications for project team communication and collaboration.

Register for the Basic session only, the Advanced only or do both.

Leveraging LinkedIn for Effective Projects,

Basic Earns 3 PDUs!

[Click here for more info or to register](#)

**Leveraging LinkedIn for Effective Projects, Advanced, Earns 3 PDUs!**

[Click here for more info or to register](#)

**Take both Basic & Advanced and save \$28! —Click Here—**

### ONLINE TRAINING:

### Return to Mars: leading a complex project simulation

Return to Mars, an online simulation-based project leadership course was developed for NASA by the Palatine Group. This case-based interactive, media-rich learning experience recreates NASA's innovative Pathfinder Mission to Mars (PMI's Project of Year). Learning Design [\[click for registration page\]](#)

**Podcast of the Month** - "Strategic cost implications of today's IT Environment"

IBM has a 10-minute podcast series, called BizTech Report. This BizTech Reports podcast features a conversation between Lane Cooper and Ed Thum, Program Director for Rational Software at IBM, to explore the strategic and operational implications of the current IT cost management environment on IT professionals.

IT budgets are shrinking, costs are scrutinized more closely and all investments

in IT are requiring a better ROI. Additionally IT Managers need to better understand business objectives; they no longer can afford to manage only IT. They need to understand the cost implications to the business on their IT initiatives. This requires an active collaboration with the project's stakeholders.

Ed also describes how Rational Software's toolset enables its clients to keep a

closer eye on IT costs. Automating error-prone tasks will help as will tools that bring a faster time to market.

[To hear the podcast click here](#)

Said at July's AM on PM Forum:

**"Earned Value becomes less important the closer your project gets to completion. There becomes less to predict."**

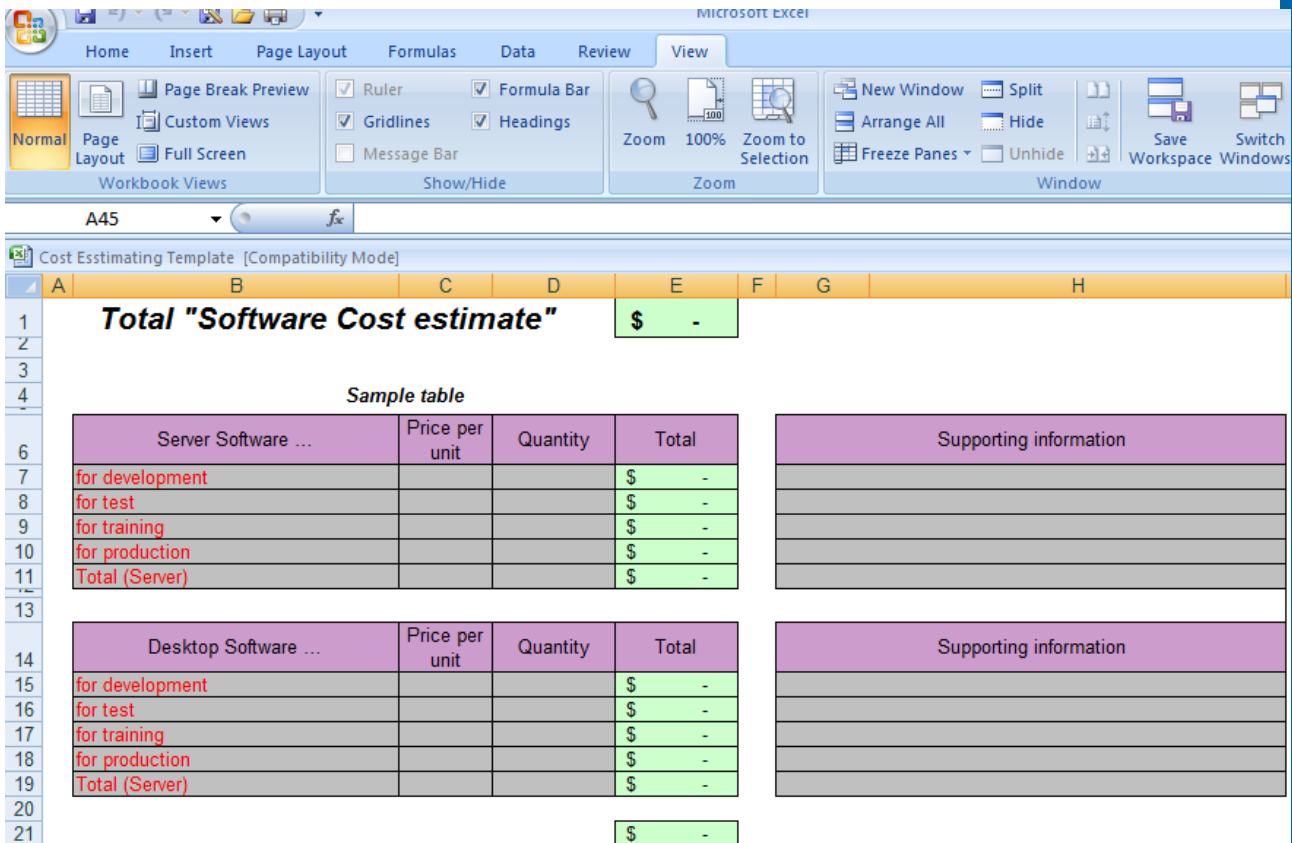
(and honestly less you can do about it!)

-Joanne Greene-Blose

**PM Tool Tip of the Month: Project Cost Estimating Template**

This month we are bringing you an excel template that can be used to estimate a variety of project costs; software, hardware, infrastructure, overhead etc. The screenshot is from

the software estimates tab. To access the full template, which was attained from Pro Train China, [click here](#).



## AM on PM July Summary, Is There Value in Earned Value?

[Excerpt from LinkedIn AM on PM Breakfast Forum group]

Moving to the Cost Management Knowledge Area in July and August – had us focusing on Earned Value. Specifically we answered the question Is there Value in Earned Value?

Joanne and Al began the session with an icebreaker; name 2 true things and 1 false thing about yourself and have your neighbor guess which was which. The purpose was to get everyone talking and warmed up. Al had an interesting truth – being married to a spy and Joanne was acquainted with a very notorious person (but you all guessed it as the 'truth!').

After the fun Joanne presented the group with some True/False questions on Earned Value. Let's see what you remember:

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[www.theprojectsolvers.com](http://www.theprojectsolvers.com)



- 1) True or False: EV is more relevant for those projects where cost needs to be monitored closely.
- 2) True or False: EV Value is more relevant to applications where there is a tangible product, such as a building, or a road, to earn or measure.
- 3) True or False: EV is only relevant when compared against your baseline.
- 4) True or False: EV is used primarily to ascertain a status of what has been accomplished so far.

Answers at the bottom! [\[click here to see the remainder of the summary\]](#)

## Do you use LinkedIn, Facebook, or Twitter?



We have an AM On PM Group on LinkedIn! From linkedin.com simply do a search on groups looking for "AM on PM" as the keyword to search. Put in a request to join and we'll get you right in.

The AM on PM group serves as a repository for our summaries as well as a place to add to the discussion and get updates on the next session.

Follow Joanne on Twitter! My Twitter name is "**projectsolvers1**". I am using Twitter for Project Solvers' announcements.

send an email to [joanne@theprojectsolvers.com](mailto:joanne@theprojectsolvers.com) .