

Stop Playing Games: A Project Manager's Guide to Successfully Navigating Organizational Politics, full day seminar by Rick A. Morris

Based on Rick's new book "Stop Playing Games" (RMC Project Management, 2010) Rick identifies and discusses the day to day world of a Project Manager. Project Managers have the unique ability to find shortcuts or workarounds in dealing with projects, sponsors, and stakeholders. This seminar will bring to life true issues and fixes to help Project Managers avoid the games we are forced to play. Through sharing years of experience, Rick will show you how to get stronger, more process oriented, and more respect for the work you do. Rick will offer real world advice to help you gain proper techniques that you can immediately use to impact your projects, learn how to influence without authority, stop end rounding projects and get back to the basics that will help create a Project Manager that will do the right things the right way.

Full day seminar agenda

1. The State of our Profession (Project Management)
 - The Halo Effect
 - Not Everyone Can be a PM
2. Finding Value in Project Management
 - Why is it difficult to articulate value?
 - The issue with project selection
 - Budget, Business Value and Capacity, Oh My!
3. The Pricing Game
 - Utilizing PERT to get the right estimates
 - Using Risk and Risk Information
 - Coming under budget can be just as bad!
4. Guess the Truth!
 - Learning to craft proper messages
 - Force the Decision, ask for what you need.
 - Learn how to make proper assumptive statements
5. Grapevine
 - Communicate often
 - Change your methods of communication
 - The Issue Log game
6. The Right Price
 - Pricing Estimator
 - Fixed Price vs. T&M contracts
7. Hit the Rodent
 - Scheduling tool frustration
 - Without data, how do you know what you need?
8. Marco! Polo!
 - Running a project without a project plan
 - Not Calling out true mistakes
 - Losing the forest because of the trees
9. Armchair Quarterback
 - Stop calling out other project managers!
10. Rules of the Game
 - Key insights on how to play the games
11. How to Win the Game
 - Lessons Learned on becoming a real project manager

