

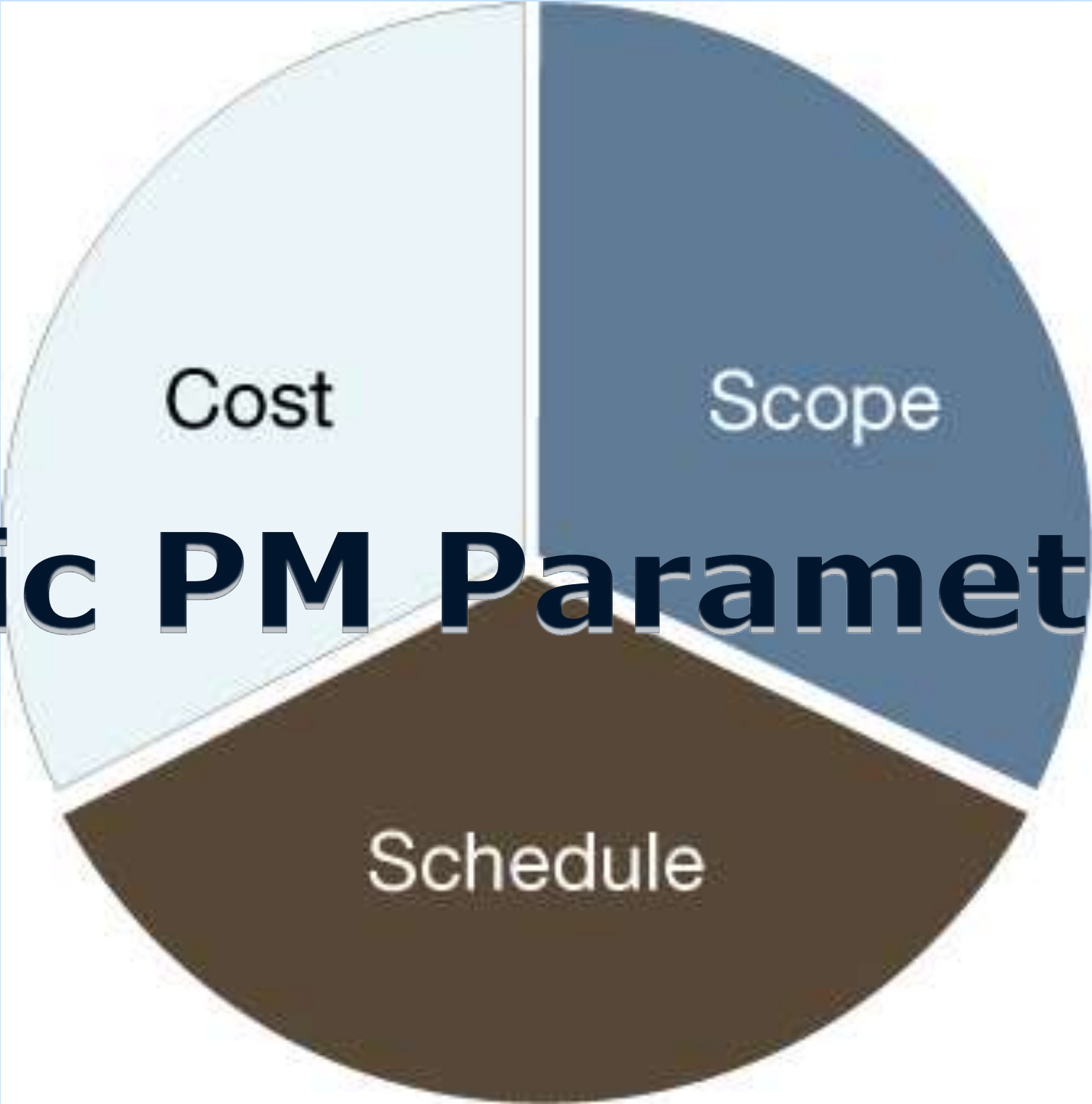
Profit in Project Management:

Clear Communication, Clear Scope, Clear Profits

Presented by James Smith

Covering Today:

1. PM Basics – Cost / Scope / Schedule
2. Communications – Manage the GAP!
3. Agile vs. Waterfall
4. What is Agile
5. The Agile Process



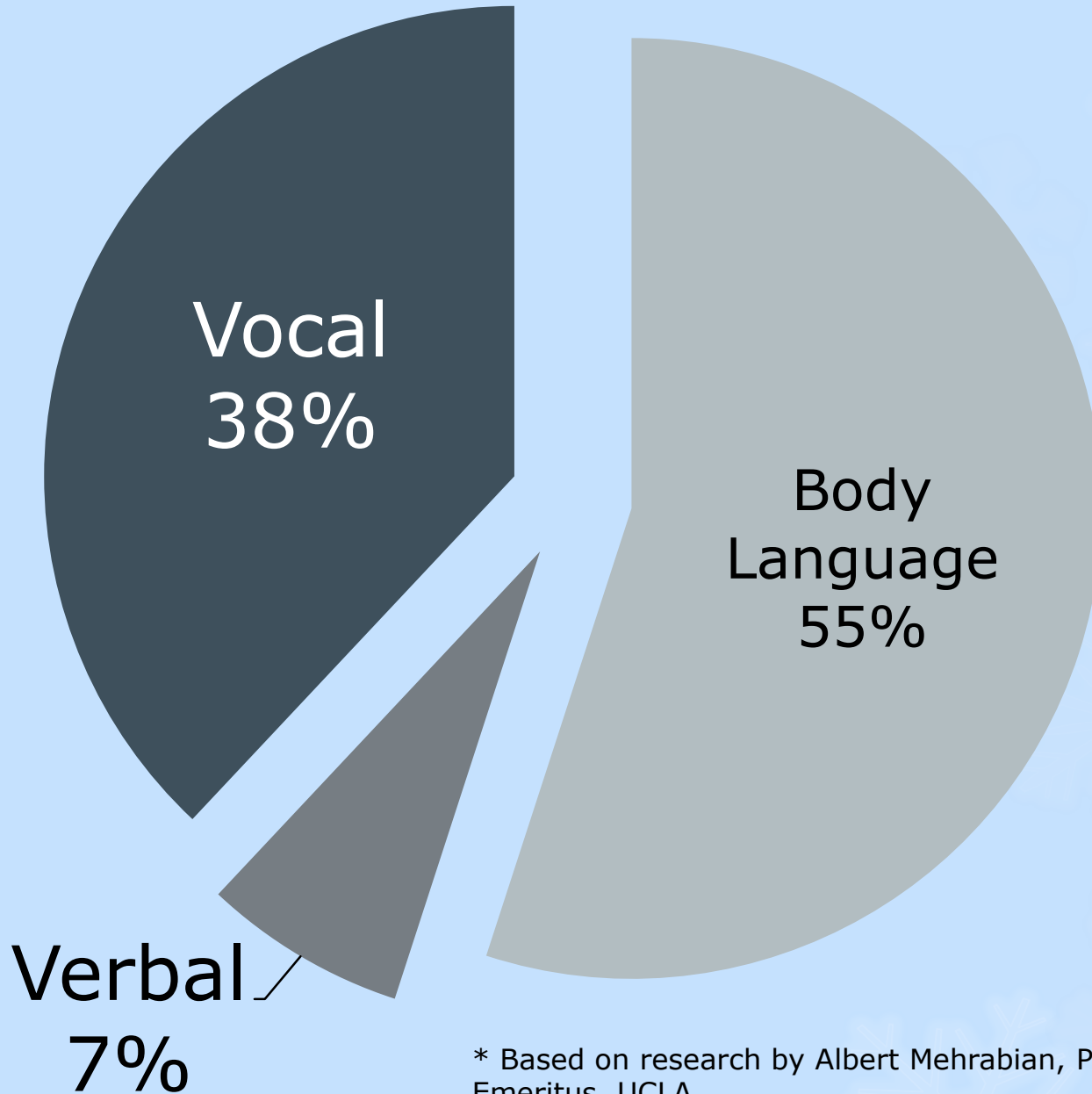
Basic PM Parameters



An aerial photograph of a bridge under construction over a body of blue water. Several construction workers wearing orange safety vests and yellow hard hats are visible on the bridge deck. A white SUV is parked on the right side of the bridge. Orange traffic cones are placed around the work area. The bridge has concrete pillars and railings. The text "Manage the GAP!" is overlaid in large white letters.

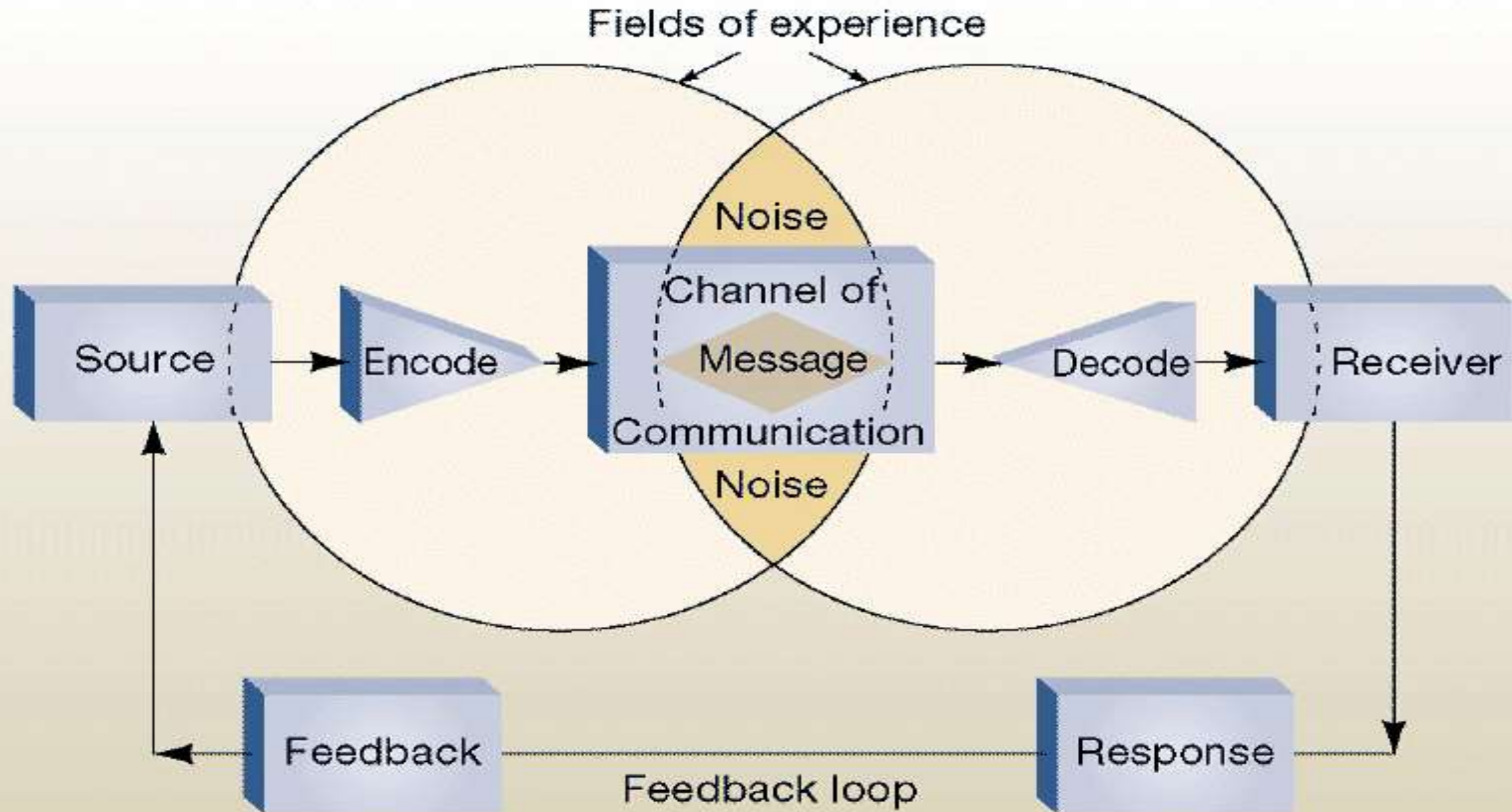
**Manage
the
GAP!**

Communication



* Based on research by Albert Mehrabian, Ph.D., Professor Emeritus, UCLA.

Communication Process





www.projectcartoon.com

How the customer explained
it



www.projectcartoon.com

How the business consultant
described it



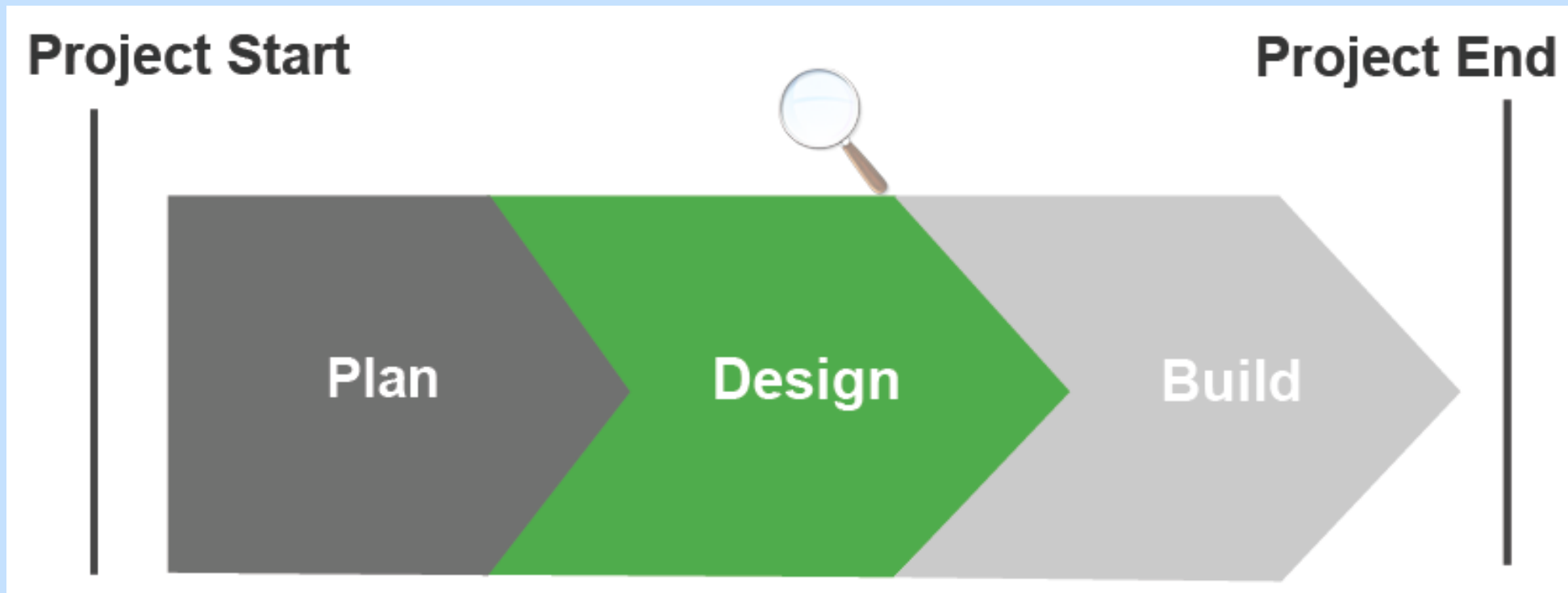
www.projectcartoon.com

What the customer really
needed

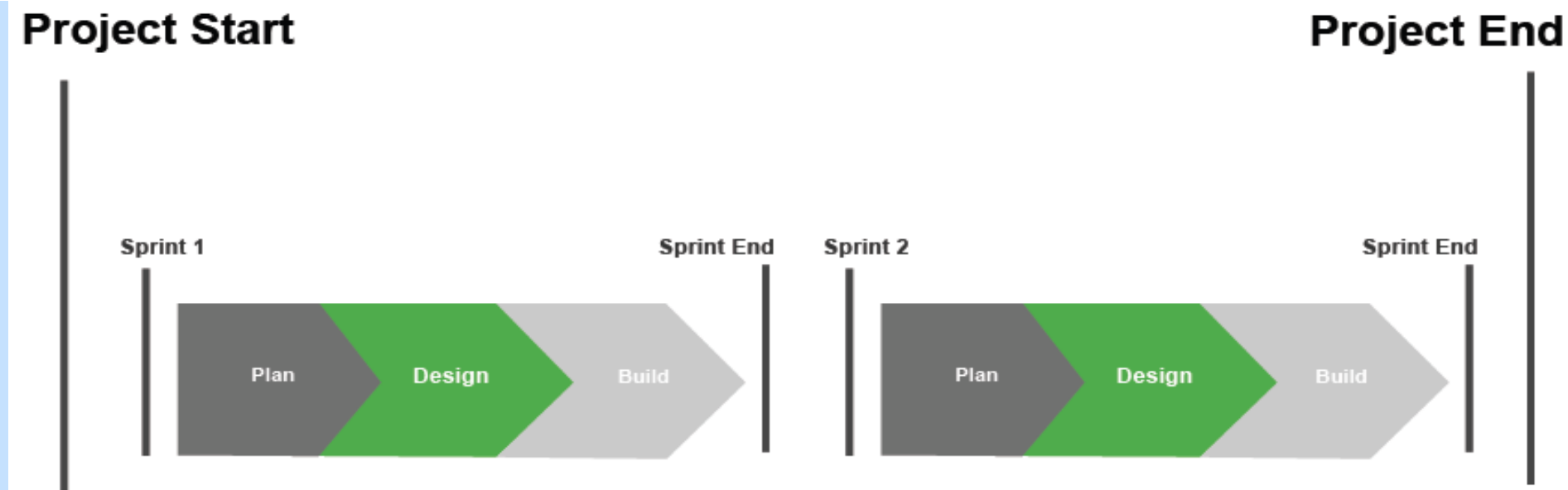
PM has TWO paths:



Waterfall vs. Agile



Waterfall

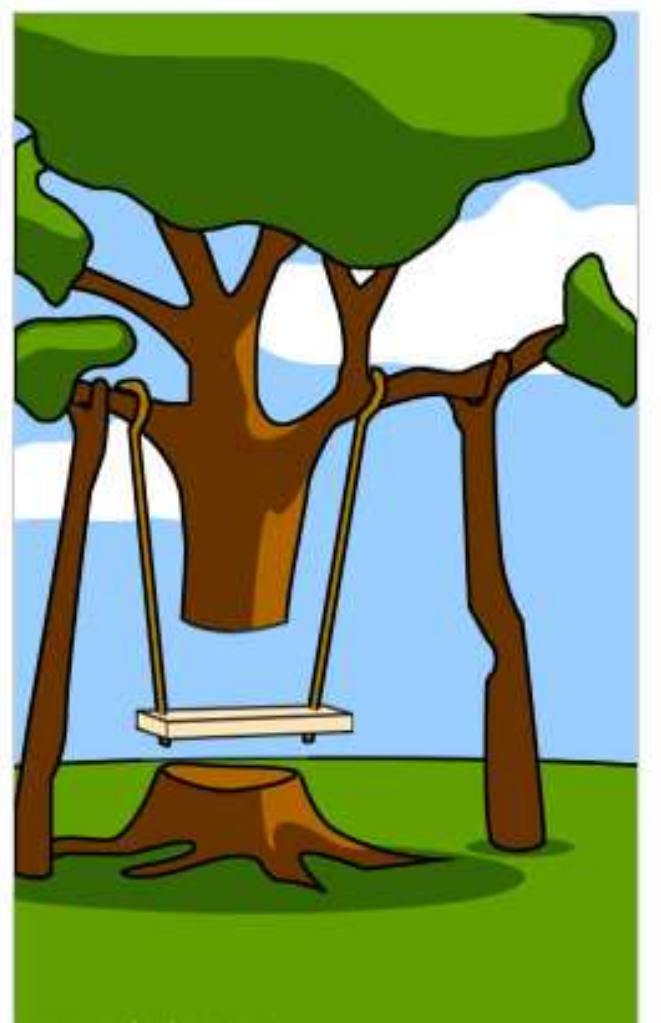


Agile

Waterfall



Waterfall



**Waterfall
final product**

**Waterfall final
after go-live
feedback**

Project Management: Statistics

The Standish Group research:

- **31.1%** of projects will be cancelled before they ever get completed.
- **52.7%** of projects will cost **189%** of original estimates.
- **16.2%** of software projects are completed on-time and on-budget.
 - In the larger companies, the news is even worse: only **9%** of their projects come in on-time and on-budget.

What is Agile?



Why?

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Agile = *Clear Communication*

- Clear expectations
- No more over-promised & under-delivered projects
- Successful projects
- Long-term, successful client relationships

What is Agile?

An adaptive Project Management style

Incremental development and release cycles

Project timeline is a series of 2 to 4 week “Sprints”

Small teams (3-7 people) used to meet Sprint’s goal

Client feedback and collaboration
incorporated frequently

completion = meeting Client’s Goals
(*not* producing finite, scoped deliverables)

Agile Values:

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Individuals and interactions > **processes and tools**

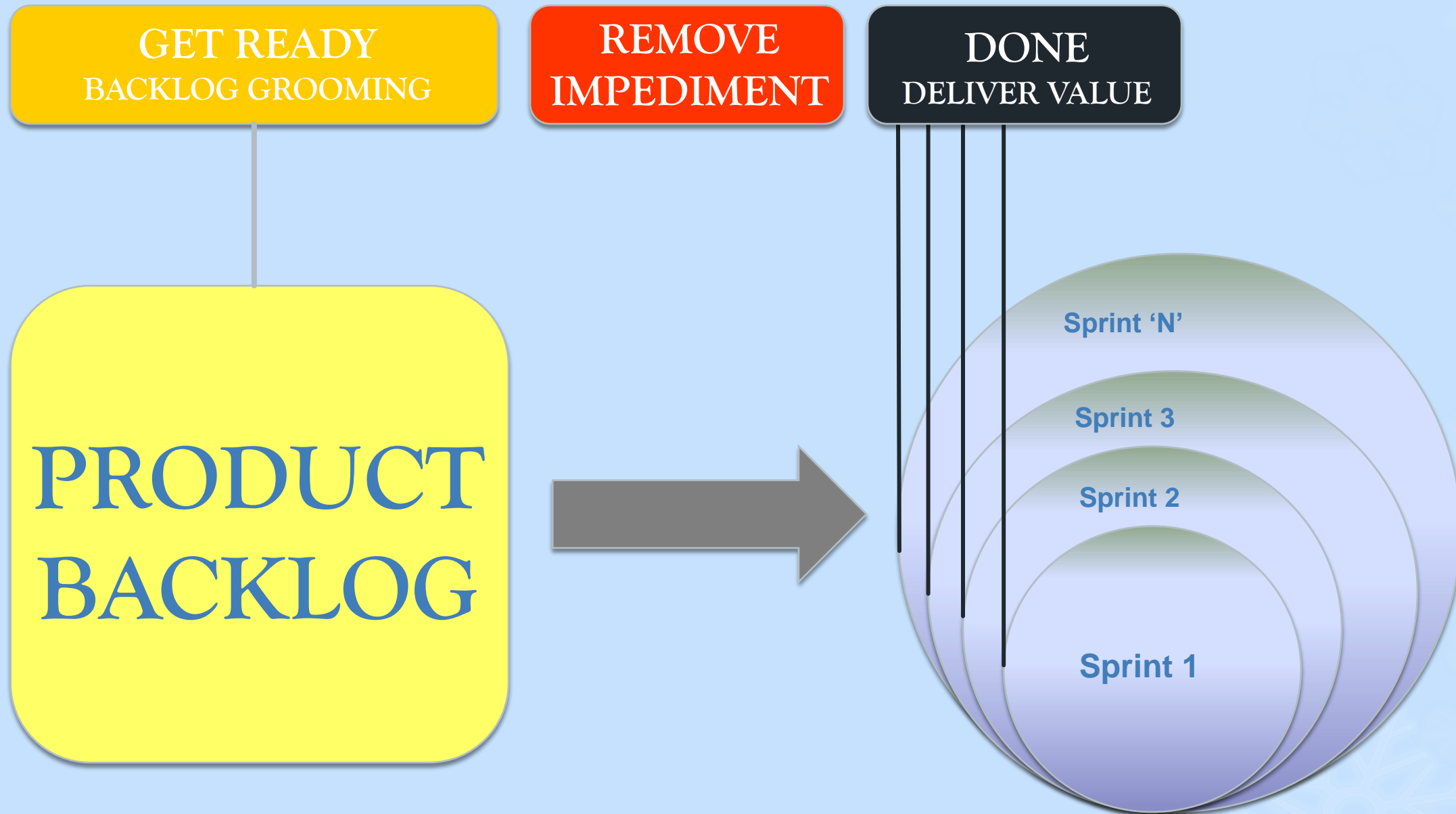
Working software > **comprehensive documentation**

Customer collaboration > **contract negotiation**

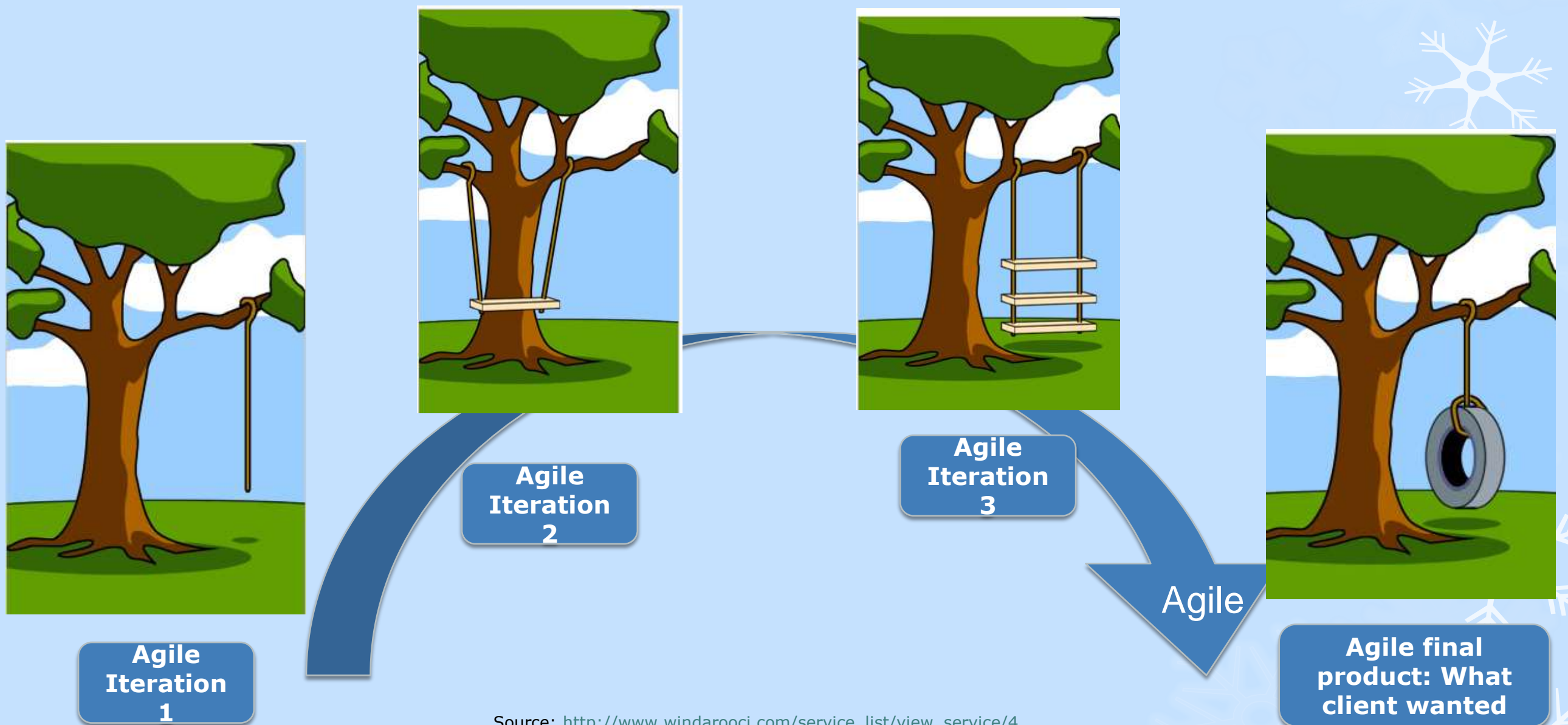
Responding to change > **following a plan**

Team Growth > **individual success**

Agile Work Flow



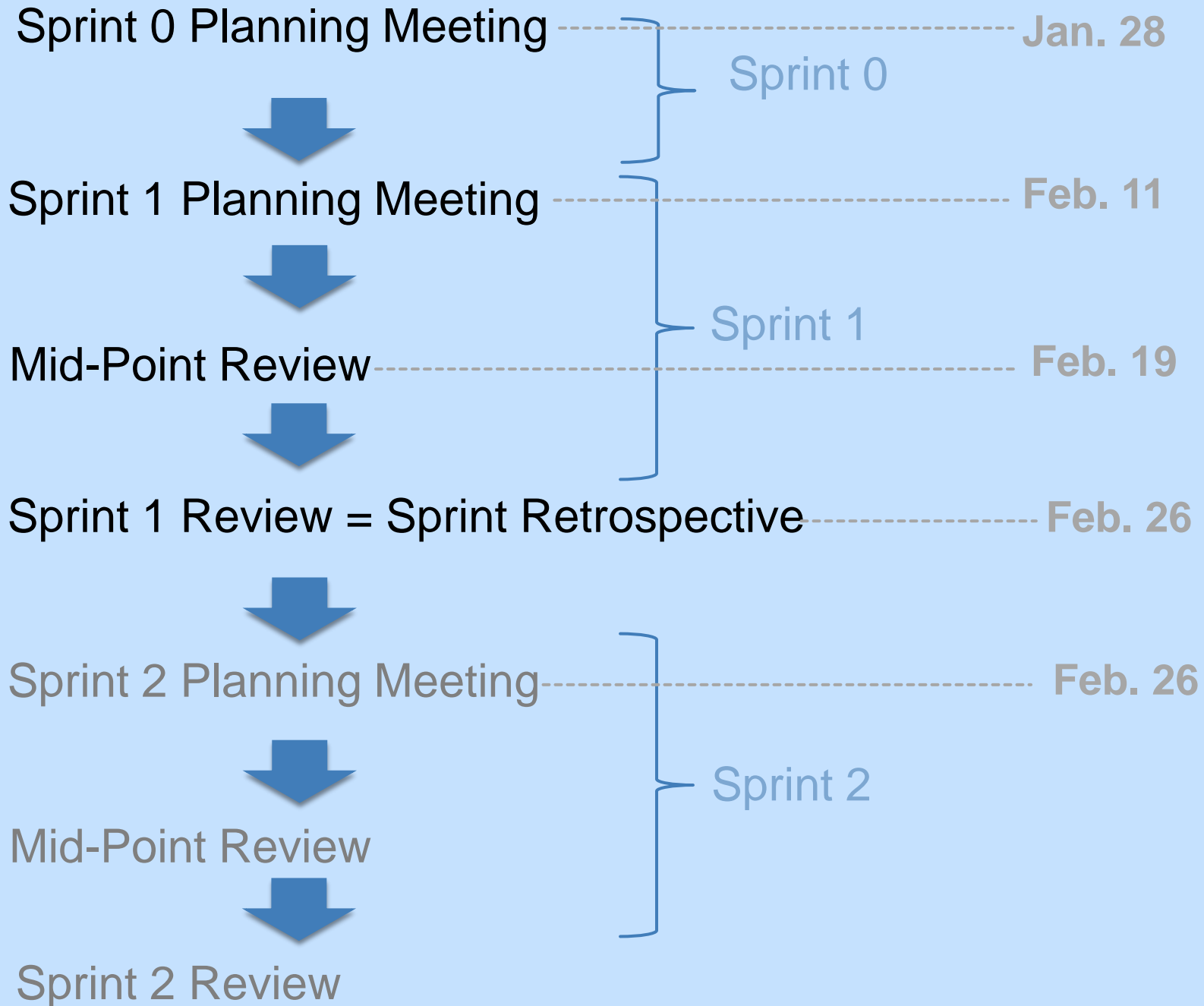
Agile



Source: http://www.windaroooci.com/service_list/view_service/4

Drupal Projects: The Process

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Project Management: Check-In Daily

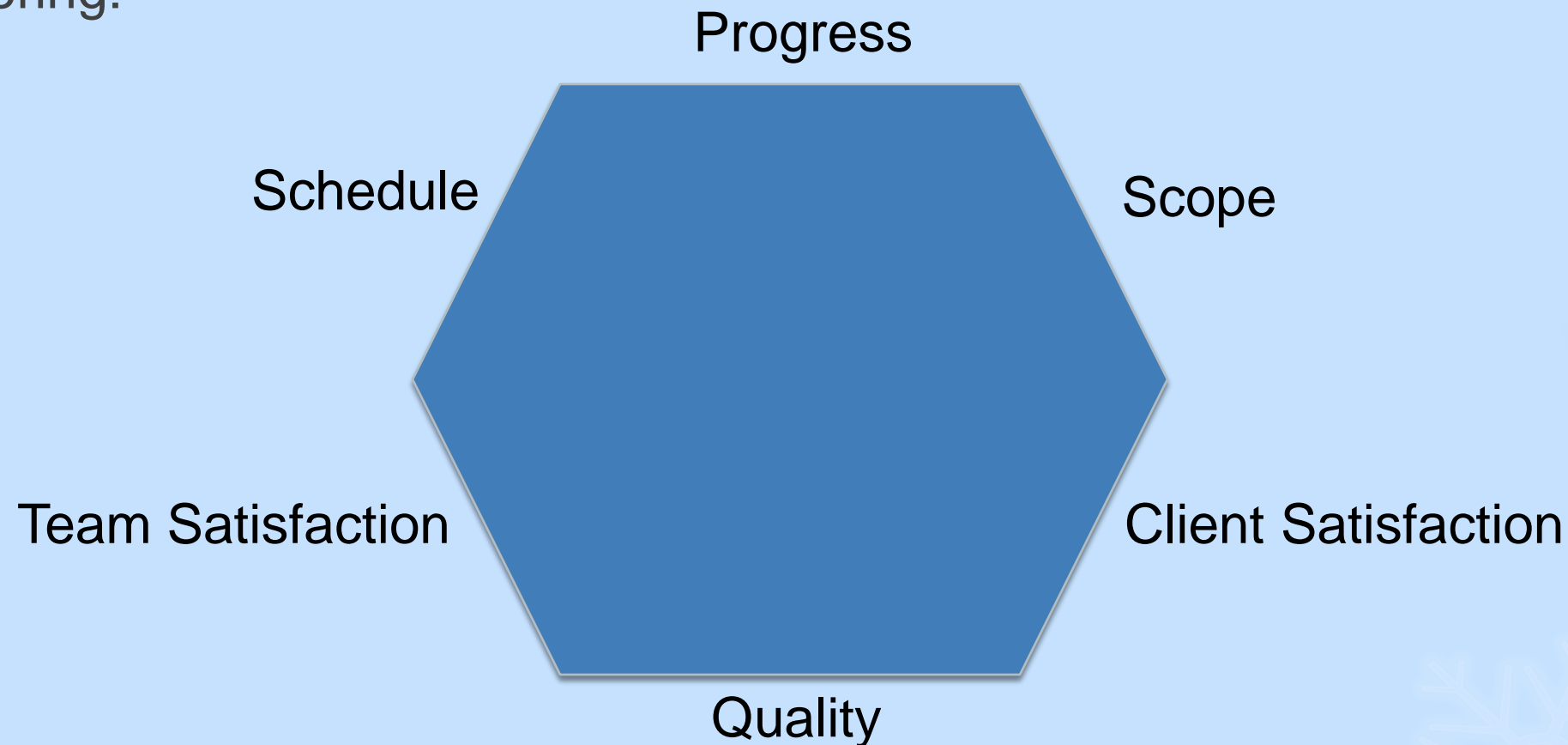
Have I met your expectations today?

1. Did you get what you needed (from me)?
2. Did that actually do what you wanted/need it to do?
3. What do you want or think you need next?
4. When do you need that by?

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Sprint Retrospective

- Good – Bad – (Could Do) Better – Best
- Scoring:



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- MA in Financial-Economics – University of New Orleans
- MBA in Finance – University of New Orleans

- PM work in Nashville, New Orleans, San Francisco, L.A.
- Emergency Contingency Planning projects
- Digital Management
- Website building

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