



Meet Peter Proudfoot

Peter is a very busy project manager who is keen to learn how Solution Focus can help reduce his stress levels at work

We will explore



- 3 big issues where Peter feels stuck
- A few clever tips to help him (Poll)
- Solution Focus practices that have worked well in project management

Issue # 1



As the responsible manager for project success, Peter is pulled in 3 different directions every day!



#1: Audience Poll



1. Tell Peter to recruit more staff into the project and run more meetings
2. Give Peter access to online software to make fancy financial reports and graphs
3. Enroll Peter on a time management course
4. Ask Peter, 'Suppose the project targets are clearly defined and shared, what do they look like?'

Time, money or the team?



- Run “Time Quake” workshops to design and develop the Project Charter and Governance
- 3 perspectives “Who needs to be pleased?”
 1. Successful business
 2. Successful people
 3. Successful systems
- *Baseline* Project Plan / Tasks
 - Ask “What’s Wanted”

Issue # 2



As a certified Project Manager, Peter is taught that he needs to control everything going on in his project



#2: Audience Poll



1. Tell Peter to forget what he learned in his certification course. It's too academic anyway
2. Suggest that Peter keeps analyzing data until he has understood the biggest problems
3. Have Peter list the steps required to get the project work comprehensively documented
4. Ask Peter, 'What useful tracking processes do we already have in place and how could we build on them?'

Management ≠ Measurement

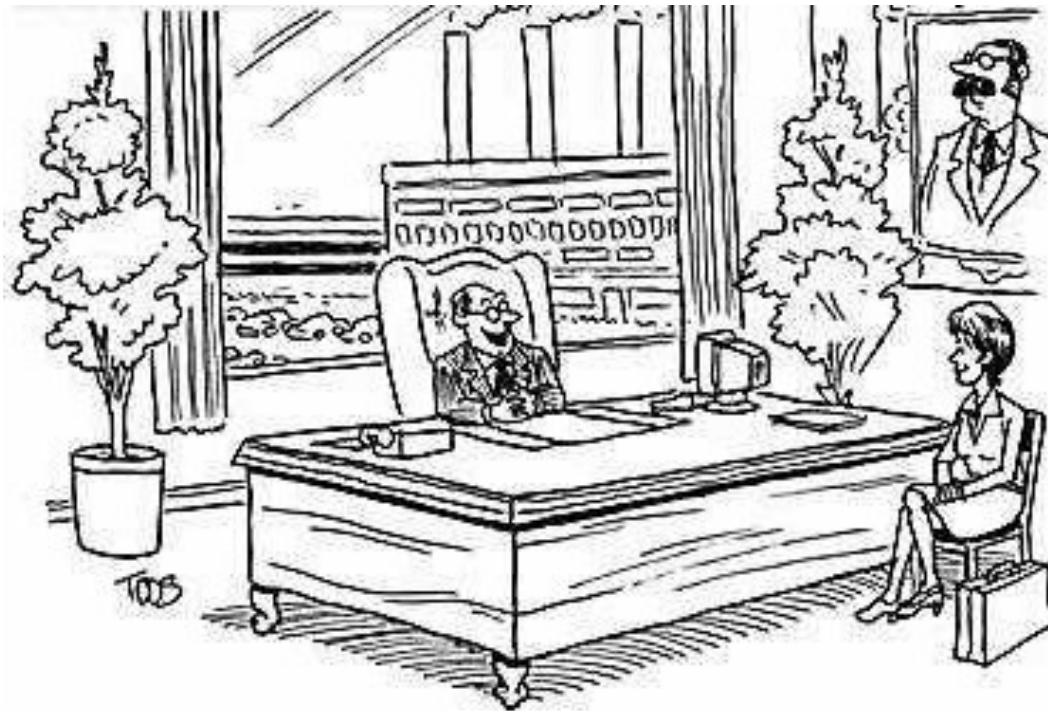


- Measure time, money, results and benefits
- Manage People, Measure Progress, Celebrate Results
- Use simple language / less project 'jargon'

Issue # 3



Peter must communicate clear decisions, but his project environment is uncertain and volatile. He feels stuck.



"What I need is a list of specific unknown problems we will encounter."

#3: Audience Poll



1. Help Peter develop a fancy excel tool to support his decision making
2. Tell Peter to get used to the unknown by watching more episodes of Star Trek
3. Suggest he hire a project numerologist to get better numbers about the future
4. Ask Peter, 'On a scale of 1-10, how well are you progressing ?...etc.,

Managing Change and 'Unknowns'



- PLAN vs ACTUAL – Scaling Project Reviews
- Small Steps and Agile tools

Thank You!

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