

PMI Breakfast Roundtable – NW Minutes

11/11/05

Priority **TOPICS Identified**

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- **Earned Value Analysis**

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- **Managing clients' unreasonable demands**

Other Topics – add to Parking Lot:

- Use of combined standards and why
- Selling PM to company that's never used it

Managing Clients' Unreasonable Demands

How to approach discussing issue?

- Higher management from each side need to meet and agree and then pass down to team

Other issues

- Scope creep
- Internal impact needs to be addressed

Put together an alternatives analysis with costs and have management discuss with client

Put together a Project Advisory Board of executive members

Earned Value Analysis

PM must try to sell as the project progresses

Define deliverables and methodology to team clearly up front

Possibly use other tools instead of EV analysis

- Milestone
- C-scheduling (based on milestones)

More than EV analysis

- Accountability of team management
- Communication
- Face to face conversations with team member
- Development of processes
- Better estimating
- Get all major team members together to build relationships and communication
- Establish a process improvement team with members from several areas