

PMI NW Roundtable

April 14, 2006

Hot Topics

- ✓ Culture: Real and Imagined
- ✓ Buy-in to methods and tools

Support Projects

Sales capacity

Champions of projects

Workshop: Lessons learned

Culture: Real and Imagined

1. Documented corporate values
2. Opposing real values
3. Factors which drive differences
4. Profit versus Quality
 - a. Example: risk taking
5. Subculture interactions

Buy-in to Methods and Tools

1. Rewards
2. Top down support
3. Convincing 'them' it was their idea versus must do this
4. Sponsorship
5. Cling to the familiar