

Detailed Agenda

Tuesday: April 25th

10:00 – 10:40 Introduction & Goals

Jim Johnson, Hans Mulder, Steven De Heas

10:40 – 11:00 - Good Sponsor Appraisal 1st Exercise

11:00 – 12:00 – Attract & to Getting to Appraisal 2nd Exercise

12:00 – 1:00 Lunch

1:00 – 1:30 Teach (Basics)

1:30 – 2:00 Inspiration 3rd Exercise

2:00 – 3:00 Perspiration 4th Exercise

Calculating time commitment

3:00 – 3:15 Break

3:15 – 3:45 Imagination 5th Exercise

3:45 – 4:30 Decisiveness 6th Exercise - Dezider

4:30 - 5:00 Connections 7th Exercise

5:00 – 6:00 Emotional Maturity 8th Exercise

6:00 – 7:00 Relax @ Chart House

7:00 -- Dinner @ Chart House

Wednesday: April 26th

9:00 – 9:15 Opening Remarks

9:15 – 9:30 Frans on AMS Exec Master Program

9:30 – 10:15 Resourcefulness 9th Exercise OptiMix

10:15 – 10:30 Break

10:30 – 10:45 Jan's (15 minutes)

10:45 – 11:15 Nimbleness 10th Exercise

11:15 – 11:45 Driven 11th Exercise

11:45 – 12:15 Progression 12th Exercise

12:15 – 1:00 Lunch

1:00 – 1:30 Factors of Success 13th Exercise

1:30 – 2:00 Project Saboteur 14th Exercise

2:00 – 4:00 Building your own program 15th Exercise

For more information go to: <https://www.standishgroup.com/events>

Overview of Exercises

Exercise #1: Good Sponsor Appraisal

The purpose of this exercise is to learn about how to do the appraisal and be able communicate about the appraisal. In this exercise, we will:

1. Take the test yourself.
2. Timing - start and end time

Exercise #2: Attract Sponsors

The purpose of this exercise is to find ways to get sponsors to start the process by either doing the skills appraisals or going to a formal class or a one-on-one mentoring session. It would be easy if management mandated sponsors to get training, but for this exercise we will assume they do not. In this exercise, we will:

1. We will create a list of barriers
2. Narrow the list to the top 3
3. Discuss ways to overcome the top 3 barriers.
4. How do we get management to mandate the test?

Exercise #3 Inspiration

The purpose of this exercise is to help sponsors be more inspirational. First, we will answer the 5 inspirational questions. Second, we will talk about how to improve their inspirational skills. Third, we will explore how inspiration can reduce decision latency.

Exercise: #4 Perspiration

The purpose of this exercise is to help sponsors understand their time commitments. First, we will answer the 5 perspiration questions. Second, we will talk about how to improve their inspirational skills. Third, we will explore how inspiration can reduce decision latency. Fourth, we will calculate time commitment for different types of projects.

Exercise #5: Imagination

The purpose of this exercise is to help sponsors be more Imaginative. First, we will answer the 5 Imagination questions. Second, we will explore how to improve their Imagination skills. Third, we will explore how imagination can reduce decision latency.

Exercise #6 Decisiveness

The purpose of this exercise is to help sponsors understand and combat decision latency. First, we will answer the 5 decisiveness questions. Second, we will explore about how to improve their decisiveness skills. Third, we will explore how decisiveness can reduce decision latency. Fourth, we show how to use Dezider to calculate and benchmark decision latency.

Exercise #7: Connections

The purpose of this exercise is to help sponsors gain more connections. First, we will answer the 5 connections questions. Second, we will talk about how to improve their connections skills. Third, we will explore how connections can reduce decision latency.

Exercise #8: Emotional Maturity

The purpose of this exercise is to help sponsors improve their emotional maturity skills. First, we will answer the 5 emotional maturity questions. Second, we will talk about how to improve their emotional maturity skills. Third, we will explore how emotional maturity can reduce decision latency. We will also take the formal emotional maturity appraisal.

Exercise #9: Resourcefulness

The purpose of this exercise is to help sponsors understand their resourcefulness skills. First, we will answer the 5 resourcefulness questions. Second, we will talk about how to improve their resourcefulness skills. Third, we will explore how resourcefulness can reduce decision latency. Fourth, we show how to use OptiMix to optimize a project and reduce decision latency.

Exercise #10: Nimbleness

The purpose of this exercise is to help sponsors be nimbler. First, we will answer the 5 nimbleness questions. Second, we will talk about how to improve their nimbleness skills. Third, we will explore how nimbleness can reduce decision latency.

Exercise #11: Driven

The purpose of this exercise is to help sponsors to improve their drive. First, we will answer the 5 driven questions. Second, we will talk about how to improve their driven skills. Third, we will explore how driven can reduce decision latency.

Exercise #12: Progression

The purpose of this exercise is to help sponsors understand their PM measurement skills. First, we will answer the 5 resourcefulness questions. Second, we will talk about how to improve their PM measurement skills. Third, let us explore how to count only what counts to reduce decision latency. Fourth, we show how to use OptiMix to optimize a project and reduce decision latency.

Exercise #13: Factors of Success

The purpose of this exercise is to learn about how to use the Factors of Success appraisal and be able communicate how the Good Sponsor fits into the overall success of a project.

Exercise #14: Project Saboteur

The purpose of this exercise is to help sponsors recognize and deal with a project saboteur. First, we will make a list of the types of project saboteurs. Then will create action or inaction each type will take to sabotage the project. Then we will explore ways to deal with each action. We will then talk about decision latency since this is a common and favorite technique of project saboteurs.

Exercise #15: Building a Program

The purpose of this exercise is to help you build an optimum program for your project sponsors. First, we explore the optimum time needed for project sponsor to learn new skills. Then will break down the parts of our 2-day roundtable to fit into the optimum time constraint. We also will explore ways to do one-on-one mentoring.

For more information go to: <https://www.standishgroup.com/events>

To register contact Jennifer Lynch: Jennifer@standishgroup.com