



# SELLING PROJECT MANAGEMENT TO SENIOR EXECUTIVES

Framing the Moves that Matter

Janice Thomas, PhD

Connie L. Delisle, PhD

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# Selling Project Management To Senior Executives Framing The Moves That Matter

**Randall L. Englund, Alfonso Bucero**



## **Selling Project Management To Senior Executives Framing The Moves That Matter:**

**Selling Project Management to Senior Executives** Janice Thomas, Connie L. Delisle, Kam Jugdev, Project Management Institute, 2002 Despite tremendous growth in the project management profession and substantial proof that the profession has helped increase productivity and bottom line earnings some senior level executives are still fighting progress Why is it so difficult to sell project management to senior executives and How do you get them on board are the main questions being answered in this pertinent book by Thomas et al After years of research the authors report their findings in Phases I and II of this insightful book

**Selling Project Management to Senior Executives** Janice Thomas, Connie L. Delisle, Kam Jugdev, 2002 **Selling Project Management to Senior Executives**, 2002 **Project Managers as Senior Executives**

Russell D. Archibald, PhD (Hon), Msc, PMP, Jean-Pierre Debourse, PhD, MPM, 2011-05-01 Project Managers as Senior Executives maps out a model for advancement for program and project managers and contributes new thinking on the emerging leadership of project managers as senior executives The research is published in two volumes Volume I Research Results Advancement Model and Action Proposals presents the results and proposals from the study and Volume 2 How the Research Was Conducted Methodology Detailed Findings and Analyses contains the research oriented materials from the study

**Breaking Through the Project Fog** James Norrie, 2010-02-10 A trail of mismanaged or terminated projects in recent years has cost the North American economy 100 to 150 billion dollars annually in lost productivity and shareholders capital Unfortunately the gap between project selection and project execution is often symptomatic of the onset of Project Fog an all too familiar business situation in which projects are started and stopped constantly resources fall short of the project workload to be executed and in the end the entire effort is seen as a failure A guide to sidestepping the usual hazards that often spell Project Fog this book bridges the gap between executives who develop strategy and decide what projects get approved and the project managers who have to execute those projects flawlessly It provides a roadmap so that project managers can partner with executives to align their portfolio of projects with overall business strategy ensuring that things get done right

*Advances in Project Management* Darren Dalcher, 2016-03-23 On the evidence of the authors of *Advances in Project Management Narrated Journeys in Uncharted Territory* there is a sea change coming That change will affect the way projects are perceived lead and governed particularly in the context of the wider organisation to which they belong whether that is in the public private or not for profit sectors Many organisations have struggled to apply the traditional models of project management to their new projects in the global environment Anecdotal and evidence based research confirms that projects continue to fail at an alarming rate A major part of the build up to failure is often the lack of adequate project management knowledge and experience *Advances in Project Management* covers key areas of improvement in understanding and project capability further up the management chain amongst strategy and senior decision makers and amongst professional project and programme managers This collection drawn from some of the world's leading practitioners

and researchers and compiled by Professor Darren Dalcher of the National Centre for Project Management provides those people and organisations who are involved with the developments in project management with the kind of structured information new approaches and novel perspectives that will inform their thinking and their practice and improve their decisions

Educational Strategies for the Next Generation Leaders in Hotel Management Feng, Jiuguang, Stocklin, Sacha, Wang, Wei, 2015-04-30 As the hospitality industry continues to grow managers and educators are faced with the task of preparing future hospitality professionals for a rewarding but challenging career Due to the impact of an ever changing economy on the industry as a whole the education of hotel managers and professionals has become an increasingly important area of study Educational Strategies for the Next Generation Leaders in Hotel Management combines practical experience with the effective pedagogical approaches being implemented in higher learning institutions and hospitality programs internationally Highlighting key issues surrounding the current and future scope of hotel management and the skills and knowledge necessary for career success in the hospitality industry this publication is an essential reference source for hospitality managers educators and students interested in the future of the industry and the best practices for hospitality education This publication features timely research based chapters and analysis relevant to topics in the hospitality industry including but not limited to craft based learning e learning higher education hospitality management human resources opening delays professional development six sigma women in global leadership and work integrated learning

**Managing and Working in Project Society** Rolf A. Lundin, 2015-07-02 A selection of leading authorities on project organizing explore the effects opportunities and challenges of a project society

Project Sponsorship Randall L. Englund, Alfonso Bucero, 2006-04-27 Project Sponsorship which includes case studies checklists and action plans shows how project sponsors and project managers can develop the skills they need to manage successful projects Randall L Englund and Alfonso Bucero experts in the field of project management have written the definitive guide for educating all stakeholders in the nature of project sponsorship They describe in detail the responsibilities of the project sponsor from communications and liaison selection and training problem solving mentoring and feedback to the review of project execution The project sponsor and manager learn how to negotiate effectively with each other and the project team to achieve their commitments

*Today is a Great Day!* Alfonso Bucero, 2024-11-19 Today is a Great Day New Attitudes for Attaining Project Success is a beacon of positivity and inspiration to project managers who in their day to day work are beset with challenges and uncertainty Through a blend of personal anecdotes insightful reflections and practical wisdom the book shows project managers how to embrace each day with a sense of optimism and purpose At the book's core is the message that attitude shapes outcomes This powerful message helps readers to cultivate a mindset of gratitude and resilience regardless of the circumstances they may face Drawing from personal experience navigating the ups and downs of delivering projects Bucero explains how adopting a positive outlook can transform obstacles into opportunities and setbacks into steppingstones This call to action

encourages readers to apply the insights gained from the book to their own projects It guides project managers through the steps towards a positive attitude that fosters a project team culture focused on growth and project success The book Gives some examples of positive attitude project success for project and organizational success Helps project managers and executives create a positive atmosphere to manage projects successfully Shows how to understand and empathize with all project stakeholders to work efficiently together This book is an attitude implementation guide filled with tools real world examples and global case studies that address an international audience Based on the author s award winning background as a project and program manager as well as a project management trainer and consultant the book shares case studies best practices and mindsets as well as exercises and checklists to help project managers and executives adopt winning attitudes that can promote project success     Perspectives on Projects Rodney J. Turner, Martina Huemann, Frank T.

Anbari, Christophe N. Bredillet, 2010-06-10 Modern project management had its genesis in the field of operations research in the late 1940s but today it is a much more diverse subject It has evolved and developed a much wider range of methods techniques and skills that the project manager can draw upon Not all these skills are relevant to every project but an assortment of them will be relevant to most This book aims to describe for students researchers and managers the full range of skills that project managers can use to develop their methodologies The authors group the skills into nine perspectives representing nine schools of project management research and theory By attaching a metaphor to each of these perspectives students researchers and managers are better able to understand each approach and decide whether it is best suited to the development of a strategy for managing their project Perspectives on Projects builds upon the various theoretical orientations that the field of project management has developed Featuring several case studies drawn from a variety of settings to illustrate how the different schools can provide different perspectives on projects this book is an ideal text for anyone involved in project management     The Wiley Guide to Project Organization and Project Management Competencies

Peter W. G. Morris, Jeffrey K. Pinto, 2007-09-21 THE WILEY GUIDE TO Project Organization Project Management Competencies A guide to the human factors in project management knowledge learning and maturity THE WILEY GUIDES TO THE MANAGEMENT OF PROJECTS address critical need to know information that will help professionals successfully manage projects in most businesses and help students learn the best practices of the industry They contain not only well known and widely used basic project management practices but also the newest and most cutting edge concepts in the broader theory and practice of managing projects This third volume in the series covers a range of organizational and people based topics that are occupying the project management world today The essence of project management represents a people challenge the ability to appreciate and effectively employ the competencies of all those who are associated with the project development and delivery process This book explains how you can more successfully manage a project from inception through delivery by learning how to handle critical issues around structure teams leadership power and negotiation and the

whole area of competencies The expert contributors also include chapters on global project management knowledge and standards the role of project management associations around the world project management maturity models and other key topics Complete your understanding of project management with these other books in The Wiley Guides to the Management of Projects series The Wiley Guide to Project Control The Wiley Guide to Project Program Portfolio Management The Wiley Guide to Project Technology Supply Chain Procurement Management *Essentials of Project Control* Jeffrey K. Pinto, Jeffrey W. Trailer, 1999 Project managers who regard hall monitors and drill sergeants as role models need to spend some time with *Essentials of Project Control* This book civilizes and humanizes the conventional view of control No longer the bad boy in a manager's plan organize direct control job description modern control envelops us like the wise advice of a country doctor We readily comply with the doctor's sensible prescription because it is good for us and it works *Essentials of Project Control* contains 13 articles published between 1985 and 1998 in the Project Management Journal R and PM Network R Chosen and organized by Pinto and Trailer the two to ten page selections are best read consecutively There is a thoughtful integration of ideas and the articles flow and build nicely upon each other This is the second book in Project Management Institute's PMI R Editors Choice Series a reprint series designed to supplement the Project Management Body of Knowledge PMBOK R

**The Wiley Guide to Managing Projects** Peter W. G. Morris, 2004-09-27 This comprehensive resource presents the fundamentals of project management and ties them to strategic business systems and procedures This insightful guide demonstrates how project management fits into an organization and offers helpful advice on applying this knowledge on the job **Projekte zum Erfolg führen** Heinz Schelle, 2014-02-04 Zum Buch Projekte gibt es fast überall Beispiele für Projekte finden sich in der Produktentwicklung ebenso wie bei der Vorbereitung von Veranstaltungen oder bei

Reorganisationsvorhaben Systematisches Projektmanagement hilft Termine und Kostenvorgaben einzuhalten und die gesteckten Leistungsziele zu erreichen Projektmanagement lohnt sich nicht nur in Großbetrieben und bei großen Budgets sondern ist auch in kleinen Unternehmen und bei kleinen Projekten unverzichtbar Praxisnahes Taschenbuch für Einsteiger Handelsblatt Junge Karriere Dezember 2000 Januar 2001 über die 2. Auflage Zum Autor Prof. Dr. Heinz Schelle lehrte nach langer Industriepraxis Betriebswirtschaftslehre an der Universität der Bundeswehr München Er war einer der Gründer der GPM Deutsche Gesellschaft für Projektmanagement e.V. und ist heute ihr Ehrenvorsitzender Er ist Autor und Mitherausgeber mehrerer Standardwerke des Projektmanagements sowie Chefredakteur der Zeitschrift Projektmanagement aktuell

*Projektový management ve sportu* Jaroslav Řektořík, Petr Pírožek, Jana Nová, David Póč, 2019-01-01 Projektový management jako jeden z důležitých strojů se stává v celém uplatnění v managementu sportu Dle itou soustavy zpracování projektových změn jako nezbytný podklad k získání finančních prostředků od zemních samosprávných celků centrálních institucí a správy i z evropských struktur Dle fondů Tato kniha přináší teoretický pohled i praktické stroje projektového managementu ve sportovním prostředí Pro názornost je doplněna také o případové studie **American Book Publishing Record**, 2003

*Project Governance* T. Williams, K. Samset, 2012-10-23 Provides essential insight into what it takes to turn an initial idea into a project with successful outcome in the long term Fills a gap in current literature on project management and is thoroughly grounded in the latest research in this field

Gerenciando Projetos Híbridos com WBS3D Fernando Mondadori, 2025-05-14 A primeira metodologia de gerenciamento de projetos 100% híbrida Se você enfrenta desafios em entregar resultados efetivos com as metodologias atuais devido sua incompatibilidade com as complexidades dos seus projetos ou se está lutando para se adaptar aos modelos híbridos Frankenstein compostos por fragmentos de metodologias mescladas com ferramentas preditivas indicativo de que o momento apropriado para avançar a uma metodologia híbrida nativa A WBS3D desenvolvida e refinada ao longo dos maiores projetos nas últimas duas décadas uma metodologia híbrida estruturada em dimensões Ela oferece a habilidade de se adaptar a métodos e processos mais preditivos como o modelo waterfall enquanto simultaneamente fornece técnicas adaptativas e ferramentas para gerenciar a dinâmica da mudança de escopo Sendo a primeira metodologia de gestão de projetos fundamentada em princípios híbridos o livro apresenta conceitos inovadores sobre engenharia de projetos e a interação entre métodos e preditivos Ele introduz conceitos como pontos de articulação Diagrama A A planejamento por estágios graus de incerteza entre outros que permitem a compreensão e implementação de uma variedade de metodologias O livro também oferece uma abordagem construtiva e acessível em 17 capítulos repletos de ilustrações estudos de caso exemplos práticos e analogias Ele guia profissionais iniciantes ao conhecimento sobre gerenciamento de projetos ao mesmo tempo que possibilita aos profissionais mais experientes aprimorar suas habilidades por meio de uma leitura independente disponibilizando um conjunto robusto de ferramentas e técnicas

**The Advocate** , 2001-08-14 The Advocate is a lesbian gay bisexual transgender LGBT monthly newsmagazine Established in 1967 it is the oldest continuing LGBT publication in the United States

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