

PROJECT MAINE

A Newsletter of the **Maine Chapter, Project Management Institute**

FEBRUARY 2003

www.pmimaine.org

207-766-5511

The Project Manager as Persuader *February program diagrams the vital skill of influencing*

PMI Maine will hear a veteran project manager talk about the really tough issues during the chapter meeting Feb. 12 at Wright Express in South Portland.

The subject: "Influence Skills for Project Managers".
The speaker: Dave Wessel, senior consultant with Situation Management Systems in southern New Hampshire.

Wessel's subject is one of those universal realities that too many project managers believe they have to live with without much hope of succeeding at it. That is, they face the challenge of influencing others without the benefit of positional power.

Project managers spend much of their time trying to influence numerous parties: Project sponsors, team members, functional managers, resource owners, contractors, customers and other stakeholders, both inside and outside the organization.

They must negotiate for limited resources, lobby for project support, influence project scope, engage subproject managers, sell realistic timelines, direct team efforts and resolve scheduling conflicts. And they must handle it all without formal organizational authority.

How do the effective ones do it? They use a variety of styles and techniques to influence others, getting project results while building positive relationships. They practice the flexibility of style required to succeed in facing a wide range of situations.

Wessel's presentation will:

- **Address the influencing** challenges project managers face on a daily basis;
- **Outline a model** of influence styles;
- **Demonstrate** the value of influence tools project managers could use more often;
- **Provide guidelines** for diagnosing any influence situation to determine which style will be best.

At Situation Management systems, Wessel is responsible for the sale, design and delivery of training programs and consulting services in the areas of influence skills, negotiation strategies, change management and project management. He works with client organizations in all sectors – manufacturing, service, government and nonprofit.

Previously, he held key positions with Kepner-Tregoe, the training and consulting firm; Control Data Corp.; and Addison-Wesley Publishing Co.

The Feb. 12 meeting site is the Wright Express campus on Darling Avenue in South Portland. Directions are at pmimaine.org/meetings.htm. Registration, networking and a buffet are at 5:30 a.m., a brief business session is at 6, and the 90-minute program begins at 6:30.

Anyone interested in project management, or in the fascinating subject of influencing others, is welcome.

Huge project that worked: BIW builds project culture

"We're really creating a project management infrastructure, not just doing training."

That's the profound difference in what's been going on at Bath Iron Works the past three years, As described by one of the leaders of the effort. Dennis

Carignan, a BIW manager, told PMI Maine at its January meeting that the whole thing came about because of a previous effort that didn't work.

We did Kepner-Tregoe training, and left it in the classroom," Carignan said. "We didn't want that to happen again.

So Carignan and his partner, BIW manufacturing change agent Bob Nailor, recognized that their work would be to move the organization from a traditional culture to a projectized one.

That change was, of course, a massive and complex project. Carignan's description of the components and stages of the successful effort made for an excellent "people project" report to the PMI Maine group.

Email newsletter available

You now have the option of receiving the PROJECT **MAINE** newsletter by email, or continuing to get it by postal mail.

To make the change, and/or complete and update your entry in the chapter's database, visit www.pmimaine.org/MailListInforform.htm.

PROJECT MAINE

A Newsletter of the **Maine Chapter**,
Project Management Institute
27 Driftwood Lane
Scarborough, Maine 04074

Project Management Training
University of Southern Maine 780-5900
St. Joseph's College 1-800-752-4723
University of New England: 797-7688 x4406

Chapter's Project of the Year competition nears deadline

PMI Maine's first Project of the Year competition is nearing its March 1 entry deadline, and the project team for the effort is urging anyone interested in project management to make sure the best projects of 2002 get their proper exposure.

Entering a project is easy, and preparation help is available from the project team. Any innovative effort in any field that was completed – or had a significant phase completed – in 2002 is eligible.

Information and entry materials are available from Jim Milliken at jim-milliken-training@worldnet.att.net.

PMI Maine Meetings 2003

*Meetings are at UnumProvident Headquarters
Building 1, 2211 Outer Congress St. Portland,
unless otherwise specified.*

- Feb. 12 – Project Management Offices,
Local Experiences**
Bob Laliberte, Host
- March 12 – How to Create a PM Culture
with Gary Heegens**
Bob Laliberte, Host
- April 16 – Portland College's Distance Learning Project
with Tom Patterson, CEO, Applied Learning**
Marlene Groman
- May 14 – MaineToday.com Internet Project (Tentative)**
Jim Milliken, Host
- June 11 – Chapter Strategic Planning Meeting**
Steve MacIsaac, Host

PMI Maine Website News

- Update your bookmarks & favorites to www.PMIMaine.org
- Make sure you remain on the mailing list -- sign into the Member area to verify your contact information
- NEW: Include that hard-earned PMP (and other) designation in your profile!
- Sign up for **electronic delivery** of this newsletter – Help us use your membership fees wisely (THANKS to those who already have!)

Coming Attractions:

- Search our PM library materials
- Post book reviews

PROJECT MAINE

Vol. IV Nr. 5 February 2003

Jim Milliken, PMP -- Editor

jim-milliken-training@worldnet.att.net

Mike Curran, PMP – Mailing List

PMMikeC@maine.rr.com

David Johnson, PMP – Webmaster

webmaster@PMIMaine.org

Steve MacIsaac, PMP

Chapter President

stevo1945@worldnet.att