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# Fundamentals of **PROJECT MANAGEMENT**



THIRD EDITION

James P. Lewis

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# Fundamentals of Project Management

Third Edition

**JAMES P. LEWIS**

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*This book is dedicated to the memory of*

*Eleanor Greek*

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# CONTENTS

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<b>Figure List</b>	<b>ix</b>
<b>Preface to the Third Edition</b>	<b>xi</b>
<b>Chapter 1 An Overview of Project Management</b>	<b>1</b>
<b>Chapter 2 The Role of the Project Manager</b>	<b>24</b>
<b>Chapter 3 Planning the Project</b>	<b>31</b>
<b>Chapter 4 Developing a Mission, Vision, Goals, and Objectives for the Project</b>	<b>44</b>
<b>Chapter 5 Using the Work Breakdown Structure to Plan a Project</b>	<b>56</b>
<b>Chapter 6 Scheduling Project Work</b>	<b>69</b>
<b>Chapter 7 Producing a Workable Schedule</b>	<b>81</b>
<b>Chapter 8 Project Control and Evaluation</b>	<b>100</b>
<b>Chapter 9 Project Control Using Earned Value Analysis</b>	<b>113</b>
<b>Chapter 10 Managing the Project Team</b>	<b>128</b>
<b>Chapter 11 How to Make Project Management Work in Your Company</b>	<b>140</b>
<b>Chapter 12 Project Management for Everyone</b>	<b>145</b>
<b>Answers to Chapter Questions</b>	<b>148</b>
<b>References and Reading List</b>	<b>151</b>
<b>Index</b>	<b>153</b>
<b>About Jim Lewis</b>	<b>163</b>



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# FIGURE LIST

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- 1-1. Triangles showing the relationship between P, C, T, and S.
- 1-2. Life cycle of a troubled project.
- 1-3. Appropriate project life cycle.
- 1-4. The steps in managing a project.
  
- 3-1. Two pain curves in a project over time.
- 3-2. Planning is answering questions.
  
- 4-1. Chevron showing mission, vision, and problem statement.
- 4-2. Risk analysis example.
  
- 5-1. WBS diagram to clean a room.
- 5-2. WBS level names.
- 5-3. Partial WBS for the 777 development program.
- 5-4. Responsibility chart.
  
- 6-1. Bar chart.
- 6-2. Arrow diagrams.
- 6-3. WBS to do yard project.
- 6-4. CPM diagram for yard project.
- 6-5. WBS to clean room.
  
- 7-1. Network to illustrate computation methods.
- 7-2. Diagram with EF times filled in.
- 7-3. Diagram showing critical path.
- 7-4. Bar chart schedule for yard project.
- 7-5. Schedule with resources overloaded.
- 7-6. Schedule using float to level resources.

- 
- 7-7. Schedule with inadequate float on C to permit leveling.
  - 7-8. Schedule under resource-critical conditions.
  - 7-9. Network for exercise.
  
  - 9-1. BCWS curve.
  - 9-2. Bar chart schedule illustrating cumulative spending.
  - 9-3. Cumulative spending for the sample bar chart.
  - 9-4. Plot showing project behind schedule and overspent.
  - 9-5. Project ahead of schedule, spending correctly.
  - 9-6. Project is behind schedule but spending correctly.
  - 9-7. Project is ahead of schedule and underspent.
  - 9-8. Percent complete curve.
  - 9-9. Earned value report.
  
  - A-1. WBS for camping trip.
  - A-2. Solution to WBS exercise.
  - A-3. Solution to scheduling exercise.

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# Preface to the Third Edition

Like many things in life, the more things change, the more they stay the same. Interest in project management remains fairly high, though there has been some decline in recent years. However, the practice of project management remains questionable, as project failures continue to be almost as numerous as they were when the first and second editions of this book were published.

It is one thing to talk about project management and an entirely different thing to do it. It seems to me there are a lot of talkers out there but not many do-ers.

This year, 2006, marks my 25th anniversary as a project manager instructor and consultant. I have personally trained over 30,000 individuals in project management. Yet my guess is that less than ten percent of them actually practice what they learned. There are many reasons, but the foremost is probably that the organization does not support them in practicing formal project management. In the United States, and perhaps in many other countries, there is a preference for action rather than planning. We just want to get the job done, and planning is often viewed as a waste of time.

This is not true, but it is the perception. In fact, one hour spent

in planning will generally save about three hours in execution time. As I have heard it expressed, you have to go slow to go fast.

One example of the validity of this statement is that in 1983 the San Diego Builder's Association conducted a competition to see how fast they could build a single-family house. This was a house built on a cement slab, approximately 2000 square feet in size, and when finished, had sod grass in the yard, was fully wired, carpeted, and was ready to be occupied. The house was not prefabricated, nor was the cement slab poured when the starting gun was fired. Two houses were built simultaneously by two different work crews. The winning team finished their house in an incredible two hours and forty-five minutes!

You may ask how this can be, as the slab takes several days to completely cure. They mixed exothermic chemicals in the cement to make it gel faster—it was cured in 45 minutes.

The previous week, two identical houses were built, and the time required was six hours. What they learned from these two houses was incorporated into changes to the plan, so that the next week, they cut the time by more than 50 percent—showing the value of lessons-learned reviews.

The point of all this is simple—you don't build a house in two-hours-and-forty-five minutes unless you have a really good plan, so the message is that, if time is really important to you, then you should take time to plan your projects.

While this book is intended to give a quick overview of project management—the tools, techniques, and discipline as a whole—it does contain what you need to manage your projects. But as obvious as it may seem, reading the book won't speed up your work. You have to apply the tools and techniques, and if you do, you can be sure your projects will go a lot better. Good luck.

Jim Lewis  
Vinton, VA  
May 2006

# An Overview of Project Management

**W**

hat's all the fuss about, anyway? Since the first edition of this book was published in 1997, the Project Management Institute (PMI®) has grown from a few thousand to nearly 250,000 in 2006. For those of you who don't know, PMI is the professional organization for people who manage projects. You can get more information from their web site, [www.pmi.org](http://www.pmi.org). In addition to providing a variety of member services, a major objective of PMI is to advance project management as a profession. To do so, they have established a certification process whereby qualifying individuals receive the Project Management Professional (PMP®) designation. To do so, such individuals must have work experience (approximately 5000 hours) and pass an online exam which is based on the Project Management Body of Knowledge or PMBOK®.

A professional association? Just for project management? Isn't project management just a variant on general management?

Yes and no. There are a lot of similarities, but there are enough differences to treat project management as a discipline separate from general management. For one thing, projects are more schedule-

intensive than most of the activities that general managers handle. And the people in a project team often don't report directly to the project manager, whereas they do report to most general managers.

So just what is project management, and for that matter, what is a project? PMI defines a project as “. . . a temporary endeavor undertaken to produce a unique product, service, or result” (PMBOK 2004, p. 5). This means that a project is done only one time. If it is repetitive, it's not a project. A project should have definite starting and ending points (time), a budget (cost), a clearly defined scope—or magnitude—of work to be done, and specific performance requirements that must be met. I say “should” because seldom does a project conform to the desired definition. These constraints on a project, by the way, will be referred to throughout this book as the PCTS targets.

Dr. J. M. Juran, the quality guru, also defines a project as a problem scheduled for solution. I like this definition because it reminds me that every project is conducted to solve some kind of problem for a company. However, I must caution that the word *problem* typically has a negative meaning, and projects deal with both positive and negative kinds of problems. For example, developing a new product is a problem, but a positive one, while an environmental cleanup project deals with a negative kind of problem.

**PMI defines a project as “. . . a temporary endeavor undertaken to produce a unique product, service, or result.”**

**A project is a problem scheduled for solution.**

—J. M. Juran

## Project Failures

In fact, the Standish Group ([www.standishgroup.com](http://www.standishgroup.com)) has found that only about 17 percent of all software projects done in the

United States meet the original PCTS targets, 50 percent must have the targets changed—meaning they are usually late, overspent, and have performance requirements reduced—and the remaining 33 percent are actually canceled. One year, we spent over 250 billion dollars on software development nationwide, so this means that 80 billion dollars was completely lost on canceled projects. What is truly astonishing is that 83 percent of all software projects get into trouble!

The Standish study reported here was conducted in 1994. In the February 2001 issue of *Software Development* magazine, an ad for a software development conference stated that we spend about 140 billion dollars on canceled and over-budget projects each year.

Now, lest you think I am picking on software companies, let me say that these statistics apply to many different kinds of projects. Product development, for example, shares similar dismal rates of failure, waste, and cancellation. Experts on product development estimate that about 30 percent of the cost to develop a new product is rework. That means that one of every three engineers assigned to a project is spending full-time just re-doing what two other engineers did wrong in the first place!

I also have a colleague, Bob Dudley, who has been involved in construction projects for 35 years. He tells me that these jobs also tend to have about 30 percent rework, a fact that I found difficult to believe, because I have always thought of construction as being fairly well defined, and thus easier to control than might be true of research projects, for example. Nevertheless, several colleagues of mine confirm Bob's statistics.

The reason for these failures is consistently found to be inadequate project planning. People adopt a ready-fire-aim approach in an effort to get a job done really fast and end up spending far more time than necessary by reworking errors, recovering from diversions down blind "alleys," and so on.

I am frequently asked how to justify formal project management to senior managers in companies, and I always cite these statistics. However, they want to know whether using good project



management really reduces the failures and the rework, and I can only say you will have to try it and see for yourself. If you can achieve levels of rework of only a few percent using a seat-of-the-pants approach to managing projects, then keep doing what you're doing! However, I don't believe you will find this to be true.

The question I would ask is whether general management makes a difference. If we locked up all the managers in a company for a couple of months, would business continue at the same levels of performance, or would those levels decline? If they decline, then we could argue that management must have been doing something positive, and vice versa. I doubt that many general managers would want to say that what they do doesn't matter. However, we all know that there are effective and ineffective general managers, and this is true of project managers as well.

## **What Is Project Management?**

The PMBOK definition of project management is “. . . application of knowledge, skills, tools and techniques to project activities to achieve project requirements. Project management is accomplished through the application and integration of the project management processes of initiating, planning, executing, monitoring and controlling, and closing” (PMBOK 2004, p. 8). Project requirements include the PCTS targets

**Project management is application of knowledge, skills, tools and techniques to project activities to achieve project requirements. Project management is accomplished through the application and integration of the project management processes of initiating, planning, executing, monitoring and controlling, and closing.**

mentioned previously. The various processes of initiating, planning, and so on, will be addressed later in this chapter, and the bulk of this book is devoted to explaining how these processes are accomplished.

It would be better if the PMBOK specified that a project manager should *facilitate* planning. One mistake made by inexperienced project managers is to plan the project for the team. Not only do they get no buy-in to their plan, but it is usually full of holes. They can't think of everything, their estimates of task durations are wrong, and the entire thing falls apart after the project is started. The first rule of project management is that the people who must do the work should help plan it.

**The first rule of project management is that the people who must do the work should help plan it.**

The role of the project manager is that of an enabler. Her job is to help the team get the work completed, to “run interference” for them, to get scarce resources that they need, and to buffer them from outside forces that would disrupt the work. She is not a project czar. She should be—above everything—a *leader*, in the true sense of the word.

The best definition of leadership that I have found is the one by Vance Packard (1962). He says, “Leadership is the art of getting others to *want* to do something that you believe should be done.” The operative word here is “want.” Dictators get others to do things that they want done. So do guards over prison work teams. But a leader gets people to want to do the work, and that is a significant difference.

**“Leadership is the art of getting others to want to do something that you believe should be done.”**

—Vance Packard

The planning, scheduling, and control of work is the management or administrative part of the job. But without leadership,

projects tend to just satisfy bare minimum requirements. With leadership, they can exceed those bare minimums.

## **It Is Not Just Scheduling!**

One of the common misconceptions about project management is that it is just scheduling. At last report, Microsoft had sold a huge number of copies of Microsoft Project®, yet the failures remain high. Scheduling is certainly a major tool used to manage projects, but it is not nearly as important as developing a shared understanding of what the project is supposed to accomplish or constructing a good work breakdown structure (WBS) to identify all the work to be done (I will discuss the WBS later). In fact, without practicing good project management, the only thing a detailed schedule is going to do is allow you to document your failures with great precision!

I do want to make one point about scheduling software. It doesn't matter too much which package you select, as they all have strong and weak points. However, the tendency is to give people the software and expect them to learn how to use it without any training. This simply does not work. The features of scheduling software are such that most people don't learn the subtleties by themselves. They don't have the time, because they are trying to do their regular jobs, and not everyone is good at self-paced learning. You wouldn't hire a green person to run a complex machine in a factory and put him to work without training, because you know he would destroy something or injure himself. So why do it with software?

## **One-Person Projects**

When is managing a project not project management? When only one person is involved.

A lot of people are sent to my seminars to learn how to manage projects, but they are the only person working on their projects. Now it is true that a one-person job can be called a project,

because it has a definite starting point, target end date, specific performance requirements, defined scope of work, and a budget. However, when no one else is working on the project (including outside vendors), there is no need for a critical path schedule. A critical path schedule is one that has a number of parallel paths, and one of them will be longer than the others and will determine how long it will take to complete the job, or ultimately, whether the given end date can be met. When you're working on a job by yourself, there aren't any parallel paths—unless you are ambidextrous!

One-person projects do require good self-management, or good time management, but all you need is a good to-do list, which comes from a task listing. However, unless you are coordinating the work of other people, you aren't practicing true project management.

## **The Big Trap—Working Project Managers**

It is common to have individuals serve as project managers and require that they do part of the actual work in the project. This is a certain prescription for problems. If it is a true team, consisting of several people, the project manager will inevitably find herself torn between managing and getting her part of the work done. Naturally, the work must take precedence, or the schedule will slip, so she opts to do the work. That means that the managing will not get done. She hopes it will take care of itself, but it never does. After all, if the team could manage itself, there would be no need for a project manager in the first place (remember our argument above about whether project management matters?).

Unfortunately, when time comes for her performance evaluation, she will be told that her managing needs improving. Actually, she just needs to be allowed to practice management in the first place.

Yes, for very small teams—perhaps up to three or four people—a project manager can do some of the work. But as team sizes increase, it becomes impossible to work and manage both, because

you are constantly being pulled away from the work by the needs of your team members.

One of the reasons for this situation is that organizations don't fully understand what project management is all about, and they think that it is possible for individuals to do both. The result is that nearly everyone in the company is trying to manage projects, and as is true in every discipline, some of them will be good at it and others will have no aptitude whatsoever. I have found that a far better approach is to select a few individuals who have the aptitude and desire to be project managers and let them manage a number of small projects. This frees "technical" people (to use the term broadly) to do technical work without having to worry about administrative issues, and allows project managers to get really good at their jobs.

It is outside the scope of this book to discuss how to select project managers, but for the interested reader, the topic is covered in a book entitled *The World-Class Project Manager* (Wysocki & Lewis, 2001).

## You Can't Have It All!

One of the common causes of project failures is that the project sponsor demands that the project manager must finish the job by a certain time, within budget, at a given magnitude or scope, while achieving specific performance levels. In other words, the sponsor dictates all four of the project constraints. This doesn't work.

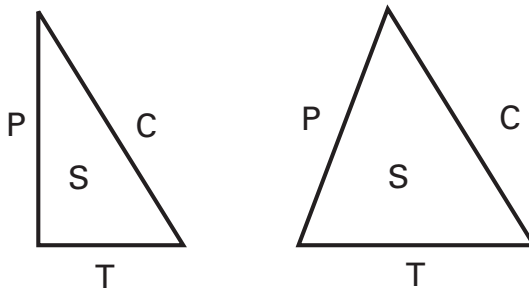
The relationship between the PCTS constraints can be written as follows:

$$C = f(P, T, S)$$

In words, this says, "Cost is a function of Performance, Time, and Scope." Graphically, I like to show it as a triangle, in which P, C, and T are the sides and S is the area. This is shown in Figure 1-1.

In geometry, we know that if we are given values for the sides of a triangle, we can compute the area. Or, if we know the area and two sides, we can compute the length of the remaining side. This translates into a very practical rule of project manage-

**Figure 1-1. Triangles showing the relationship between P, C, T, and S.**



ment: The sponsor can assign values to any three variables, but the project manager must determine the remaining one.

So let's assume that the sponsor requires certain performance, time, and scope from the project. It is the project manager's job to determine what it will cost to achieve those results. However, I always caution project managers that they should have a paramedic standing by when they give the cost figure to the sponsor because she will probably have a stroke or heart attack, and the paramedic must revive her.

Invariably, the sponsor exclaims, "How can it cost that much?" She had a figure in mind, and your number will always exceed her figure. And she may say, "If it's going to cost that much, we can't justify doing the job." Exactly! And that is the decision she should make. But she is certain to try to get the project manager to commit to a lower number, and if you do, then you only set up yourself—and her—to take a big fall later on.

It is your *obligation* to give the sponsor a valid cost so that she can make a valid decision about whether the project should be done or not. If you allow yourself to be intimidated into committing to a lower number, it is just going to be a disaster later on, and you are far better off to take your lumps now than to be hung later on.

Of course, there is another possibility. If she says she can only afford so much for the job, then you can offer to reduce the scope. If the job is viable at that scope level, then the project can be done. Otherwise, it is prudent to forget this project and do something else

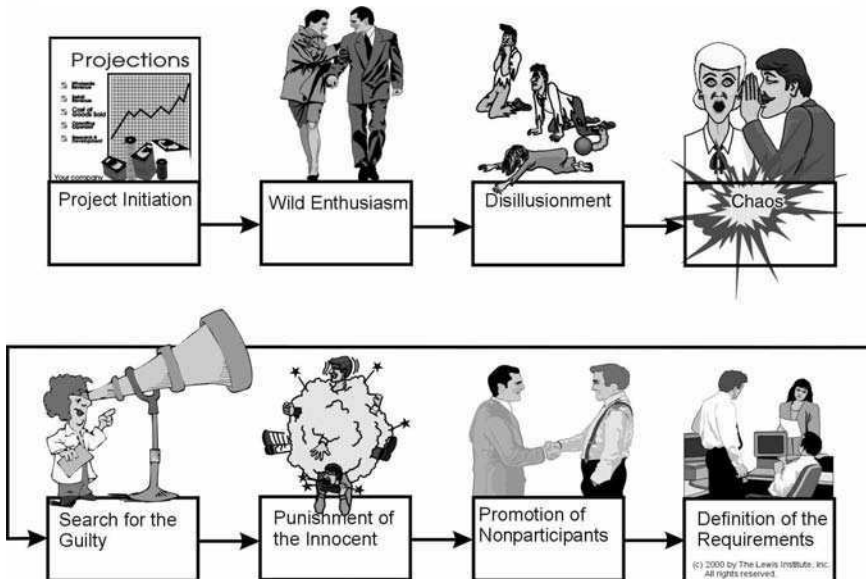
that can make profits for the company. As someone has said, there is a higher probability that things will accidentally go wrong in a project than that they will accidentally go right. In terms of cost estimates, this means that there is always a higher likelihood that the budget will be overrun than that the project will come in below budget. This is just another way of stating Murphy's law, that "whatever can go wrong will go wrong."

**There is a higher probability that things will accidentally go wrong in a project than that they will accidentally go right.**

## The Phases of a Project

There are many different models for the phases a project goes through during its life-cycle. One of these captures the all-too-frequent nature of projects that are not managed well, and is shown in Figure 1-2.

**Figure 1-2. Life cycle of a troubled project.**



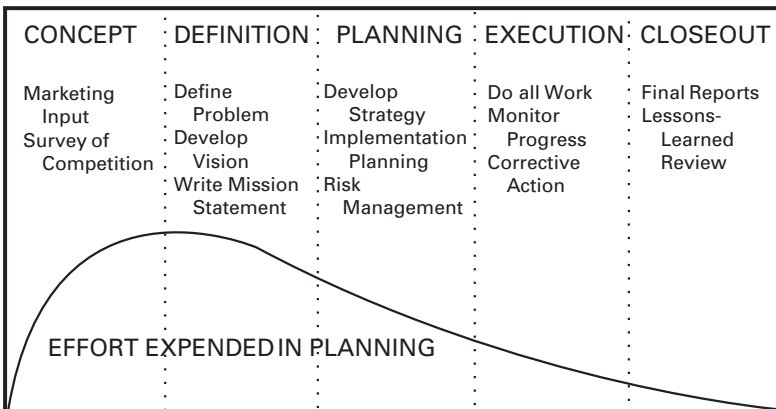
I have shown this diagram to people all over the world, and they invariably laugh and say, “Yes, that’s the way it works.” I suppose the comfort I can take is that we Americans are not the only ones who have the problem, but the bad news is that there are a lot of dysfunctional projects if everyone recognizes the model.

At the simplest level, a project has a beginning, middle, and end. I prefer the life-cycle model shown in Figure 1-3, but there are other versions that are equally valid. In my model you will notice that every project begins as a concept, which is always “fuzzy”, and that the project team must formalize the definition of the job before doing any work. However, because of our ready-fire-aim mentality, we often start working on the job without ensuring that we have a proper definition or that the mission and vision for the job are shared by everyone. This invariably leads to major problems as the project progresses. This is illustrated by the example which follows.

### Definition Phase

Some years ago a project manager in one of my client companies called me and said, “I’ve just had a conference call with key mem-

**Figure 1-3. Appropriate project life cycle.**





bers of my project team, and I realized that we don't agree on what the project is supposed to accomplish."

I assured him that this was common.

"What should I do?" he asked.

I told him that he had no choice but to get them all going in the same direction by clarifying the mission of the project. He asked me to facilitate a meeting to do this, and I stood in front of a flip chart and began by saying, "Let's write a problem statement." Someone immediately countered by saying, "We don't need to do that. We all know what the problem is."

I was unmoved by this comment. I said, "Well, if that is true, it's just a formality and will only take a few minutes, and it would help me if we wrote it down, so someone help me get started."

I'm going to be a little facetious to illustrate what happened next. Someone said, "The," and I wrote the word on the chart, and someone else said, "I don't agree with that!"

Three hours later we finally finished writing a problem statement.

The project manager was right. They did not agree on what the problem was, much less how to solve it. This is fundamental—and is so often true that I begin to think we have a defective gene in all of us that prohibits us from insisting that we have a good definition of the problem before we start the work. Remember, project management is solving a problem on a large scale, and the way you define a problem determines how you will solve it. If you have the wrong definition, you may come up with the right solution—to the wrong problem!

In fact, I have become convinced that projects seldom fail at the end. Rather, they fail at the definition stage. I call these projects *headless-chicken projects* because they are like the chicken that has had its head chopped off and runs around spewing blood everywhere before it finally falls over and is "officially" dead. Projects work the same way. They spew blood all over the place, until someone finally says, "I think that project is dead," and indeed it is. But it was actually dead when we chopped off its head in the beginning—it just took a while for everyone to realize it.

Once the project is defined, you can plan how to do the work. There are three components to the plan: Strategy, tactics, and logistics. Strategy is the overall approach or “game plan” that will be followed to do the work. An example of strategy was related to me by a friend who is into military history.

## **Strategy**

During World War II, defense contractors were under great pressure to build weaponry at an intense level. To accelerate construction of ships and planes in particular, many new assembly methods were invented. Avondale shipyards, for example, worked on the method of building ships. The traditional way had always been to build the ship in an upright position. However, ships built from steel required welding in the bottom, or keel area of the boat, and this was very difficult to do. Avondale decided to build their ships upside down, to make the welding easier, and then turn them over to complete the structures above the top deck. This strategy was so effective that they could build boats faster, cheaper, and of higher quality than their competitors, and the strategy is still being used today, nearly 60 years later.

## **Implementation Planning**

This phase includes tactics and logistics. If you are going to build boats upside down, you must work out the details of how it will be done. A fixture must be constructed that will hold the boat and allow it to be turned over without being damaged. This is called working out the tactics. It also includes the sequence in which the work will be done, who will do what, and how long each step will take.

Logistics deal with making sure the team has the materials and other supplies needed to do their jobs. Ordinarily we think about providing them with the raw materials they need, but if the project is in a location where they can't get food, it will soon come to a grinding halt. So provisions must be made for the team to be fed—and possibly housed.

## Execution and Control

Once the plan has been developed and approved, the team can begin work. This is the execution phase, but it also includes control, because while the plan is being implemented, progress is monitored to ensure that the work is progressing according to the plan. When deviations from the plan occur, corrective action is taken to get the project back on track, or if this is not possible, the plan is changed and approved, and the revised plan becomes the new baseline against which progress is tracked.

## Closeout

When all the work has been completed, the closeout phase requires that a review of the project be conducted. The purpose is to learn lessons from this job that can be applied to future ones. Two questions are asked: “What did we do well?” The second is, “What do we want to improve next time?”

Notice that we don’t ask what was done wrong. This question tends to make people defensive and they try to hide things that may result in their being punished. In fact, a lessons-learned review should never be conducted in a blame-and-punishment mode. If you are trying to conduct an inquisition, that’s different. The purpose of an inquisition is usually to find who is responsible for major disasters and punish them. Lessons-learned should be exactly what the words imply.

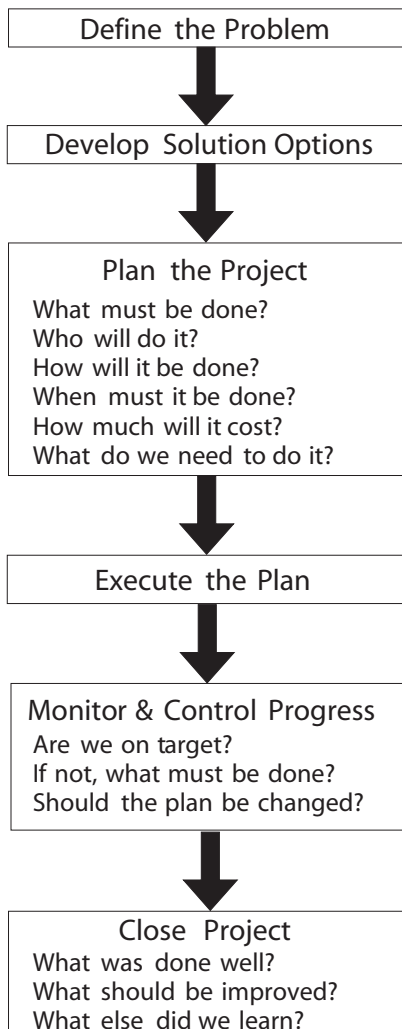
I have learned during the past few years that very few organizations do regular lessons-learned reviews of their projects. There is a reluctance to “open a can of worms.” And there is a desire to get on with the next job. The problem is that you are almost sure to repeat the mistakes made on the previous project if no one knows about them or has an understanding of how they happened so that they can determine how to prevent them. But perhaps most importantly, you can’t even take advantage of the good things you did if you don’t know about them.

It has been said that the organizations that survive and thrive in the future will be those that learn faster than their competitors. This seems especially true for projects.

## The Steps in Managing a Project

The actual steps to manage a project are straightforward. Accomplishing them may not be. The model in Figure 1-4 illustrates the steps.

**Figure 1-4. The steps in managing a project.**



Subsequent chapters of this book will elaborate on how each step is accomplished. For now, here is a brief description of the actions involved.

## **DEFINE THE PROBLEM**

As was discussed previously, you need to identify the problem to be solved by the project. It helps to visualize the desired end result. What will be different? What will you see, hear, taste, touch, or smell? (Use sensory evidence if things can't be quantified.) What client need is being satisfied by the project?

## **DEVELOP SOLUTION OPTIONS**

How many different ways might you go about solving the problem? Brainstorm solution alternatives (you can do this alone or as a group). Of the available alternatives, which do you think will best solve the problem? Is it more or less costly than other suitable choices? Will it result in a complete or only a partial fix?

## **PLAN THE PROJECT**

Planning is answering questions. What must be done, by whom, for how much, how, when, and so on. Naturally, answering these questions often requires a crystal ball. We will discuss these steps in more detail in chapters two through four.

## **EXECUTE THE PLAN**

Obvious. Once the plan is drafted, it must be implemented. Interestingly, we sometimes find people going to great effort to put together a plan, then failing to follow it. If a plan is not followed, there is not much point in planning, is there?

## **MONITOR AND CONTROL PROGRESS**

Plans are developed so that you can achieve your end result successfully. Unless progress is monitored, you cannot be sure you will succeed. It would be like having a roadmap to a destination, but not monitoring the highway signs.

Of course, if a deviation from the plan is discovered, you must ask what must be done to get back on track, or—if that seems impossible—how should the plan be modified to reflect new realities?

## **CLOSE THE PROJECT**

Once the destination has been reached, the project is finished, but there is a final step that should be taken. Some people call it an audit, others a post-mortem (sounds a bit morbid, doesn't it?). Whatever you call it, the point is to learn something from what you just did. Note the way the questions are phrased: What was done well? What should be improved? What else did we learn? We can always improve on what we have done. However, asking What did we do wrong? is likely to make people a bit defensive, so the focus should be on improvement, not on placing blame. More on this later.

## **The Project Management Body of Knowledge (PMBOK®)**

The Project Management Institute has attempted to determine a minimum body of knowledge that is needed by a project manager in order for him or her to be effective. As I mentioned earlier when I defined project management, there are five processes defined by the PMBOK, together with nine general areas of knowledge, and I will give brief summaries of them. If you want a complete document, you can get one by visiting the PMI web site: [www.pmi.org](http://www.pmi.org).

## **Project Processes**

A process is a way of doing something. As previously mentioned, the PMBOK identifies five processes that are used to manage projects. Although some of them will be predominant at certain phases of a project, they may come into play at any time. Broadly speaking, however, they tend to be employed in the

sequence listed as the project progresses. That is, initiating is done first, then planning, then executing, and so on. In the event that a project goes off course, re-planning comes into play, and if a project is found to be in serious trouble, it may have to go all the way back to the initiating process to be re-started.

### ***Initiating***

Once a decision has been made to do a project, it must be initiated or launched. There are a number of activities associated with this. One is for the project sponsor to create a project charter, which would define what is to be done to meet the requirements of project customers. This is a formal process that is often omitted in organizations. The charter should be used to authorize work on the project, define the authority, responsibility, and accountability of the project team, and establish scope boundaries for the job. When such a document is not produced, the team may misinterpret what is required of them, and this can be very costly.

### ***Planning***

One of the major causes of project failures is poor planning. Actually, I am being kind. Most of the time the problem is due to no planning! The team simply tries to “wing it,” to do the work without doing any planning at all. As I have explained earlier in this chapter, many of us are task-oriented, and we see planning as a waste of time, so we would rather just get on with the work. As we will see when we turn to controlling the project, failing to develop a plan means that there can be no actual control of the project. We are just kidding ourselves.

### ***Executing***

There are two aspects to this process. One is to execute the work that must be done to create the product of the project. This is properly called technical work, and a project is conducted to produce a product. Note that we are using the word product in a very broad sense. A product can be an actual tangible piece of hardware or a

building. It can also be software or a service of some kind. It can also be a result—consider, for example a project to service an automobile, which consists of changing the oil and rotating the tires. There is no tangible deliverable for such a project, but there is clearly a result that must be achieved, and if it is not done correctly the car may be damaged as a result.

Executing also refers to implementing the project plan. It is amazing to find that teams often spend time planning a project, then abandon the plan as soon as they encounter some difficulty. Once they do this, they cannot have control of the work, since without a plan there is no control. The key is to either take corrective action to get back on track with the original plan or to revise the plan to show where the project is at present and continue forward from that point.

### ***Monitoring and Controlling***

These could actually be thought of as two separate processes, but because they go hand-in-hand, they are considered one activity. Control is exercised by comparing where project work is to where it is supposed to be, then taking action to correct for any deviations from target. Now the plan tells where the work should be. Without a plan, you don't know where you should be, so control is impossible, by definition.

Furthermore, knowing where you are is done by monitoring progress. An assessment of quantity and quality of work is made using whatever tools are available for the kind of work being done. The result of this assessment is compared to the planned level of work and if the actual level is ahead or behind of the plan, something will be done to bring progress back in line with the plan. Naturally small deviations are always present and are ignored unless they exceed some pre-established threshold or they show a trend to drift further off course.

### ***Closing***

In too many cases, once the product is produced to the customer's satisfaction, the project is considered finished. This



should not be the case. A final lessons-learned review should be done before the project is considered complete. Failing to do a lessons-learned review means that future projects will likely suffer the same headaches encountered on the one just done.

## **Knowledge Areas**

As previously mentioned, the PMBOK identifies nine knowledge areas that project managers should be familiar with in order to be considered professionals. These are as follows.

### ***Project Integration Management***

Project integration management ensures that the project is properly planned, executed, and controlled, including the exercise of formal project change control. As the term implies, every activity must be coordinated or integrated with every other one in order to achieve the desired project outcomes.

### ***Project Scope Management***

Changes to project scope are often the factors that “kill” a project. Scope management includes authorizing the job, developing a scope statement that will define the boundaries of the project, subdividing the work into manageable components with deliverables, verifying that the amount of work planned has been achieved, and specifying scope change control procedures.

### ***Project Time Management***

I consider this a bad choice of terms, as time management implies personal efforts to manage one’s time. For projects, it refers to developing a schedule that can be met, then controlling work to ensure that this happens! It’s that simple. Because everyone refers to this as scheduling, it should really be called *schedule management*. (I know, I may be booted out of PMI for such heresy!)

### ***Project Cost Management***

This is exactly what it sounds like. It involves estimating the cost of resources, including people, equipment, materials, and such things

as travel and other support details. After this is done, costs are budgeted and tracked to keep the project within that budget.

### ***Project Quality Management***

As I have commented earlier, one cause of project failure is that quality is overlooked or sacrificed so that a tight deadline can be met. It is not very helpful to complete a project on time, only to discover that the thing delivered won't work properly! Quality management included both quality assurance (planning to meet quality requirements) and quality control (steps taken to monitor results to see if they conform to requirements).

### ***Project Human Resource Management***

Managing human resources is often overlooked in projects. It involves identifying the people needed to do the job, defining their roles, responsibilities, and reporting relationships, acquiring those people, and then managing them as the project is executed. Note that this topic does not refer to the actual day-to-day managing of people. PMBOK mentions that these skills are necessary, but does not attempt to document them. Given that these are the most important skills that a project manager must have, PMBOK is deficient in omitting them.

### ***Project Communications Management***

As the title implies, communication management involves planning, executing, and controlling the acquisition and dissemination of all information relevant to the needs of all project stakeholders. This information would include project status, accomplishments, events that may affect other stakeholders or projects, and so on. Again, this topic does not deal with the actual process of communicating with someone. This topic is also mentioned but not included in PMBOK.

### ***Project Risk Management***

Risk management is the systematic process of identifying, quantifying, analyzing, and responding to project risk. It includes maxi-

mizing the probability and consequences of positive events and minimizing the probability and consequences of adverse events to project objectives. This is an extremely important aspect of project management that sometimes is overlooked by novice project managers.

### ***Project Procurement Management***

Procurement of necessary goods and services for the project is the *logistics* aspect of managing a job. It involves deciding what must be procured, issuing requests for bids or quotations, selecting vendors, administering contracts, and closing them when the job is finished.

## **Summary**

Following are the key points that you should retain from this chapter.

- ▶ A project is a temporary endeavor undertaken to produce a unique product, service or result.
- ▶ A project is also a problem scheduled for solution.
- ▶ Project management is application of knowledge, skills, tools and techniques to project activities to meet project requirements. Project management is accomplished by applying the processes of initiating, planning, executing, monitoring and controlling, and closing.
- ▶ All projects are constrained by Performance, Time, Cost, and Scope requirements. Only three of these can have values assigned. The fourth must be determined by the project team.
- ▶ Projects tend to fail because the team does not take time to ensure that they have developed a proper definition of the problem being solved.
- ▶ The major phases of a project include concept, definition, planning, execution and control, and closeout.

## Questions for Review

1. Project management is not just:
  - a. planning
  - b. rework
  - c. scheduling
  - d. controlling
2. The problem with being a working project manager is that, in a conflict between working and managing:
  - a. You don't know what priorities to set.
  - b. Your boss will think you're slacking off.
  - c. There will never be enough time to do both.
  - d. The work will take precedence and managing will suffer.
3. PMBOK defines:
  - a. The body of knowledge identified by PMI as needed by project managers to be effective.
  - b. A test administered by PMI to certify project managers
  - c. An acronym for a special kind of risk analysis, like FMEA.
  - d. None of the above
4. Project scope defines:
  - a. A project manager's visibility to the end date.
  - b. The magnitude or size of the job.
  - c. How often a project has been changed.
  - d. The limits of a project manager's authority.

# The Role of the Project Manager

**T**he role of project managers seems to be very misunderstood throughout the world. Because many project managers arrive at their position as a natural progression from their jobs as engineers, programmers, scientists, and other kinds of jobs, both they and their bosses see the job as a technical job. This simply isn't true.

If you remember that every project produces a product, service, or result, then there is a technical aspect to the job. However it is a question of who is responsible for what, and project managers who must manage the project and handle technical issues are set up to fail from the beginning. I will explain this later on. For now, suffice it to say that the primary responsibility of the project manager is to ensure that all work is completed on time, within budget and scope, and at the correct performance level. That is,

*The primary responsibility of the project manager is to ensure that all work is completed on time, within budget and scope, and at the correct performance level.*

she must see that the PCTS targets are met. That is, her primary role is to manage the project, not do the work!

## What Is Managing?

The PMI definition of project management does not completely capture the true nature of project management. Remember, it says that “project management is application of knowledge, skills, tools and techniques to project activities to achieve project requirements. Project management is accomplished through the application and integration of the project management processes of initiating, planning, executing, monitoring and controlling, and closing” (PMBOK 2004, p. 8). That sounds nice on paper, but what is it that a person really does when he manages?

I don’t know if it is really possible to convey what managing actually is. One reason is that project management is a *performing art*, and it is difficult to convey in words what an actor, athlete, or artist does. However, we can describe the various roles of a project manager, and that will be the focus of this chapter. What should be clear is that you can’t very well become something if you can’t describe and define it, so this is a necessary exercise.

## Definitions of Management

One common definition of management is that a manager gets work done by other people. Only a bit of thought is needed to realize how useless this definition is. Dictators get work done by other people, but I wouldn’t call that management. Dr. Peter Drucker, who many credit with being the “father” of management, because he first made people realize that management was a profession, rather than a job, has written that a manager is supposed to make an unsolicited contribution to the organization (Drucker, 1973). That is, a manager looks around to see what needs to be done to advance the cause of the organization and does it without asking permission or having to be told to do it. This is often called pro-active, as opposed to reactive, and it is.

But most importantly, a manager can't do this unless she understands the mission and vision for the organization, and takes initiative to help achieve these. And I believe this applies equally well to project managers. They must understand the mission and vision of the organization first, then they must see how the project they are managing meshes with the organization's mission, and they must steer the project to ensure that the interests of the organization are met.

### **It's About People!**

In addition, I said above that the job is not a technical job. It is about getting people to perform work that must be done to meet the objectives of the project. In that respect, the classical definition is correct, but Drucker has pointed out that the manager must get people to perform above the minimum acceptable performance level. The reason is that this minimum level is the survival level for the organization, and any company that just manages to survive will not do so for long. Eventually their competition will pass them and the organization will die.

So the first skills that a project manager needs are *people skills*. Herein lies the source of major problems for many project managers—and general managers too, for that matter. I have found that most managers know more about getting performance from computers, machines, and money than they do about getting people to perform. There are many reasons for this, but chief among them is that nobody has ever taught them practical methods for dealing with people, and we simply aren't born knowing how. So far as I know, the geneti-

**Project managers must understand the mission and vision of the organization first, then they must see how the project they are managing meshes with the organization's mission, and they must steer the project to ensure that the interests of the organization are met.**

cists have not yet found a people-skills gene that would endow a person with these.

Furthermore, many project managers who have strong technical backgrounds find it difficult to deal with people effectively. They are “things-oriented,” not people-oriented, and some will even go so far as to say that they hate this aspect of the job. My recommendation is that they forget about being project managers if this is true. You usually aren’t very effective at something you hate doing, but beyond that, why spend your life doing something you hate?

## The Working Project Manager

In fact, one of the biggest traps for project managers is to be what is euphemistically called a *working project manager*. This means that the project manager is indeed responsible for performing technical work in addition to managing the job. The problem with this is that when there is a conflict between managing and doing work—and there always is such a conflict—the work will take priority and the managing will be neglected. However, when it comes time for the manager’s performance appraisal, he will be told that his technical work was okay, but the managing was inadequate. This is a double-bind that should not exist.

## Authority

The universal complaint from project managers is that they have a lot of responsibility but no authority. It is true, and it is not likely to change. It is the nature of the job, I’m afraid. However, you can’t delegate responsibility without giving a person the authority commensurate with the responsibility you want him to take, so while the project manager’s authority might be limited, it cannot be zero.

A word to project managers, however. I learned early in my career as an engineer that you have as much authority as you are willing to take. I know that sounds strange. We see authority as something granted to us by the organization, but it turns out that those individuals who take authority for granted usually get it officially. Of course I am not advocating that you violate any of the policies of the organization. That is not a proper use of authority.



But when it comes to making decisions, rather than checking with your boss to see if something is okay, make the decision yourself, take action that is appropriate and does not violate policy, and then inform your boss what you have done. Many managers have told me that they wish their people would quit placing all decisions on their shoulders to make. And they wish their people would bring them solutions, rather than problems. In other words, your boss is looking for you to take some of the load and leave him or her free to do other things.

## A Moment of Truth

In 1987 Jan Carlzon published a book entitled, *Moments of Truth*. Carlzon was the youngest ever CEO of Scandinavian Airlines, and he successfully turned around the ailing airline. He did so in part by empowering all employees to do their jobs without having to ask permission for every action they felt they should take to meet customer needs. He pointed out that every interaction between an employee and a customer was a *moment of truth* in which the customer would evaluate the airline's service. If that service was good, then they would be likely to fly SAS again and, conversely, if it wasn't good, they would be less likely to do so. As Carlzon pointed out, from the customer's point of view, the SAS employee *is* the airline.

Furthermore, Carlzon revised the standard organization chart, which is typically a triangle with the CEO at the apex and successive levels of managers cascading down below, eventuating in the front-line employees at the very bottom. This implies that there is more and more authority as you go from the bottom toward the apex at the top, and that the people at the lowest level have almost no authority at all.

Carlzon simply inverted the triangle, placing the apex at the bottom and the front-line employees at the top. In doing so, he said that the job of managers is to make it possible for the front-line to deliver the services that the customer expects. The manager is an *enabler* of employees. They are actually servants of employees, not their masters, when you look at it this way.

This is, to me, the essence of the project manager's role. Since you have very little authority anyway, consider that your job is to ensure that everyone in the project team has what they need to do their job well. If you do, then most of them will perform at appropriate levels.

### **Leadership and Management**

Finally, because the project manager's job is mostly about dealing with people, it is absolutely essential that you exercise leadership as well as management skills. I have defined management as making an unsolicited contribution to the organization. The definition of leadership that seems to me to best express the meaning of the word is that "Leadership is the art of getting others to want to do something that you believe should be done" (Packard, 1962). The operative word in the definition is *want*.

As I said previously, dictators get people to do things. Leaders get them to want to do things. There is a big difference. As soon as the dictator turns her back, people quit working. When the leader turns her back, people continue working, because they are working willingly.

Clearly a project manager needs to exercise leadership—since he lacks authority. But most importantly, the dictator can only control people within his or her immediate range of sight. The leader can get people to perform without having to closely supervise them. And this is necessary in projects.

However, a project manager must also exercise management skills. In fact, the two sets of skills must be integrated into the job of project management because management deals with the administrated aspects of the job—budgets, schedules, logistics, and so on—while leadership gets people to perform at optimum levels. If you exercise one set of skills to the exclusion of the

**Since you have very little authority anyway, consider the job to ensure that everyone in the project team has what they need to do their job well.**

other, the outcome will be far less effective than if you integrate the two skill sets.

## Do You Want to Be a Project Manager?

Project management is not for everyone. I emphasized above that it is not a technical job. It is about getting people to perform work that must be done to meet the objectives of the project. So when I am asked what I consider to be the most important attributes for project managers to have, I always say that people skills are number one through three. Then below that comes everything else. If you can deal with people, you can either learn to do everything else or delegate it to someone who can do it. But being able to do everything else without being good at dealing with people just won't cut it.

Now the question is, do you really want to be a project manager? Do you like having responsibility with very limited authority? Do you enjoy working to impossible deadlines, with limited resources, and unforgiving stakeholders? Are you, in other words, a bit masochistic? If you are, then you will love being a project manager.

If you are the boss of project managers, these are things you should consider in selecting people for the job. Not everyone is cut out for the job.

***So when I am asked what I consider to be the most important attributes for project managers to have, I always say that people skills are number one through three.***

# Planning the Project

In chapter 1 I talked about the high cost of project failures. Almost every study finds that failures are caused primarily by poor project management, especially the failure to plan properly. There are two barriers to good planning. The first is prevailing paradigms, and the second is the nature of human beings.

A paradigm is a belief about what the world is like. You can tell what people believe by watching what they do, because they always behave consistently with their deeply held beliefs. It is not necessarily what they *say* they believe, but what they *really* believe that counts. Chris Argyris has called these beliefs one's *theory espoused* as opposed to one's *theory in practice*. (*Overcoming Organizational Defenses*, 1990).

To illustrate, a fellow who attended my seminar on the tools of project management later told me that, upon returning to work, he immediately convened a meeting of his project team to prepare a plan. His boss called him out of the conference room.

“What are you doing?” asked the boss.

“Planning our project,” explained the fellow.

“Oh, you don't have time for that nonsense,” his boss told

him. “Get them out of the conference room so they can get the job done!”

It is clear that his boss didn’t believe in planning, which raises the question, Why did he send the fellow to a training program if he really didn’t believe in what is taught? Go figure.

The second reason that people don’t plan is that they find the activity painful. Some individuals, especially engineers and programmers, are concerned that they will be held to estimates of task durations that they have made using their best guesses. Because they have no historical data to draw on, this is all they can do. But they also know that such numbers are highly uncertain, and they are afraid that failure to meet established targets will get them in trouble. As one of my engineers told me once, “You can’t schedule creativity.”

I replied that this may be true, but we must pretend we can, because no one will fund the project unless we put down a time. Since then, I have changed my mind—you can schedule creativity, within limits. In fact, there is no better stimulus to creative thinking than a tight deadline. If you give people forever, they simply mess around and don’t produce anything.

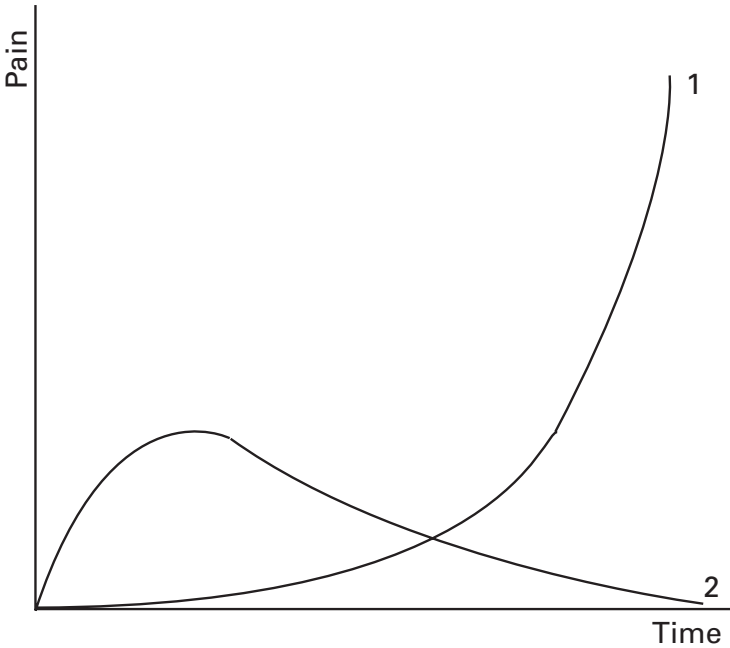
Nevertheless, we find that, when people are required to plan a project, they find the activity painful, and they resist the pain it causes. The net result is that they wind up on the pain curve numbered 1 in Figure 3-1. The net result of being on this curve is to experience a lot of pain, because the total pain experienced is represented by the area under the curve.

In curve 2 of the figure, there is a lot of pain early on, but it diminishes over time, and the total area under the curve is less than that under curve 1.

## **The Absolute Imperative of Planning**

If you consider the major function of managing, it is to ensure that desired organization objectives are met. This is accomplished by exercising control over scarce resources. However,

**Figure 3-1. Two pain curves in a project over time.**



the word *control* has two connotations, and we must be careful which one we intend.

One meaning of the word is power and domination. In management, this is sometimes called the command-and-control approach, which in its worst form degenerates into the use of fear and intimidation to get things done. This method works when people have no other desirable options for employment or are not free to leave (as in the military or a prison). However, in a robust economy, very few will tolerate such management for long.

The second meaning of control—and

**Control is exercised by comparing where you are to where you are supposed to be so that corrective action can be taken when there is a deviation.**

the one I advocate for managers—is highlighted in the extracted quotation. Control is exercised by comparing where you are to where you are supposed to be so that corrective action can be taken when there is a deviation. Notice that this is an information systems or guidance definition. Further note that two things are necessary for control to exist. First, you must have a plan that tells where you are supposed to be in the first place. If you have no plan, then, you cannot possibly have control. I think we need to remind ourselves of this almost every day, because it is so easy to forget when you are constantly being assaulted by demands to do this and that and a million other things.

Second, if you don't know where you are, you can't have control. As the second quotation says, knowing where you are isn't as easy as it may seem, especially in doing knowledge work.

For example, you say you expect to write 10,000 lines of code by today, and you've written 8,000. Does that mean you're 80 percent of where you should be? Not necessarily. You may have found a more efficient way to write the code.

In any event, the major point to remember is that you cannot have control unless you have a plan, so planning is not an option.

Another trap that causes people not to plan is to believe that they have no time to plan; they need to get the job done really fast! This is counterintuitive, but think about it—if you have forever to get something done, then you don't need a plan. It's when the deadline is tight that the plan becomes really important. As a simple example, imagine flying into Chicago and being late. You have a meeting across town in less than an hour. You've never been to Chicago, but when the rental car attendant asks if you need a map, you say, "I don't have time for a map. I've got to get to my meeting really fast!" Not very likely, is it?

**No plan, no control!**

**Predicting the future  
is easy. It's knowing  
what's going on now  
that's hard.**

—Fritz R. S. Dressler

## Planning Defined

Planning is quite simply answering the questions shown in Figure 3-2. They may be called the “Who, What, When, Why, How Much, How Long?” questions that you learned if you ever studied interviewing methods. It is that simple. And it is that hard. I say hard because answering some of these questions requires a crystal ball—especially questions like “How long will that take?” On tasks for which no history is available, this is a very hard question to answer. As my engineer said, “You can’t schedule creativity.”

**Figure 3-2. Planning is answering questions.**



## Strategy, Tactics, and Logistics

To plan a project properly, you must attend to three kinds of activities that may have to be performed during the life of the job. These are strategy, tactics, and logistics.

Strategy refers to the overall method you will employ to do the job, sometimes referred to as a “game plan.” As I related in Chapter 1, for thousands of years boats have been built with the keel down so that when one wishes to put the boat in the water, it is already right side up. This method worked fine until the



1940s, when World War II placed tremendous pressure on shipyards to build military ships faster, and ships were being built out of steel plate, rather than wood. Shipbuilders quickly found that it was extremely difficult to weld in the keel area. From the outside, you had problems getting under the ship, and inside you had to stand on your head to weld.

Avondale shipyards decided that it would be easier to build steel boats if they built them upside down. The welding in the keel area now could be done from outside, standing above the ship, and to work on the inside one could stand upright. This strategy proved so effective that Avondale could build boats faster, cheaper, and of higher quality than its competitors, and the approach is still being used today.

Too often planners choose a project strategy because “it has always been done that way,” rather than because it is best. You should always ask yourself, “What would be the best way to go about this?” before you proceed to do detailed implementation planning.

## **Implementation Planning**

Once you have decided to build boats upside down, you must work out all of the details of how it will be done. Sometimes we say that we must be sure to dot all of the “i’s” and cross all the “t’s.” This is where you answer those “who, what, when, and where” questions. In fact, it is implementation planning that many people think of when they talk about planning. However, a well-developed implementation plan for the wrong project strategy can only help you fail more efficiently.

## **Logistics**

Military people can quickly tell you the benefit of attention to logistics. You can’t fight a battle if people have no ammunition, food, clothing, or transportation. It is logistics that attends to these things. I once saw a project scheduling program (regrettably now defunct) that allowed construction managers to record when a certain quantity of bricks was delivered to their site; it

then showed when they would run out, given a specific utilization rate. This would alert managers to schedule delivery of a new supply just before the existing stock was depleted.

I was also told about a road construction project in India that had very bad living conditions for the workers. The food was bad, sleeping conditions were poor, and the workers were suffering low morale. The project manager and his staff were all staying in a nice hotel in the nearby city. They finally realized the problem and moved to the site with the workers. Living conditions immediately improved, and so did worker morale. This is an example of the importance of a peripheral aspect of logistics.

## Plan Ingredients

Following are the *minimum ingredients* that should be contained in a project plan. It is a good idea to keep these in a loose-leaf notebook. Initially, the notebook will contain only the plan. As the project is managed, reports, changes, and other documents will be added, so that when the project is completed the notebook will contain a complete history of the project, which can be used by others as data for planning and managing their own projects.

A suggestion here—until recent years, project notebooks have been the only way to completely document a project. With the advent of good personal computer databases, I suggest that the notebook be backed up with electronic data. It is very difficult to locate data in a notebook. Transferring information to a computer database makes it much easier to access. This may be the *only* device used a few years from now.

In any case, here are the items that make up the project plan:

- ▶ Problem statement.
- ▶ Project mission statement (see chapter 3 for instructions on how to develop a mission statement).
- ▶ Project objectives (see chapter 3).
- ▶ Project work requirements, including a list of all *deliverables*, such as reports, hardware, software, and so on. It is a good

idea to have a deliverable at each major project milestone so that progress can be measured more easily.

- ▶ Exit criteria. Each milestone should have criteria established that will be used to determine whether the preceding phase of work is actually finished. If no deliverable is provided at a milestone, then exit criteria become very important.
- ▶ End-item specifications to be met: This means engineering specifications, architectural specs, building codes, government regulations, and so on.
- ▶ Work Breakdown Structure (WBS). This is an identification of all of the tasks that must be performed in order to achieve project objectives. A WBS is also a good graphic portrayal of project *scope* (see chapter 6).
- ▶ Schedules (both milestone and working schedules should be provided; see chapters 6 and 7).
- ▶ Required resources (people, equipment, materials, and facilities). These must be specified in conjunction with the schedule (see chapters 5 and 6).
- ▶ Control system (see chapters 8 and 9).
- ▶ Major contributors. Use a Linear Responsibility Chart for this (see chapter 5).
- ▶ Risk areas with contingencies when possible (see chapter 3).

## Sign-Off of the Plan

Once the plan has been prepared, it should be submitted to *stakeholders* for their signatures.

Following are some comments about the meaning of a signature and suggestions for handling the process:

- ▶ A signature means that the individual is *committed* to his contribution, agrees with the scope of work to be done, and

accepts the specs as valid. A signature on the part of a contributor does not mean a *guarantee* of performance. It is a commitment. Because there are factors outside our control, few of us would like to guarantee our performance. However, most would be willing to make a commitment, meaning we promise to do our best to fulfill our obligations. If a signature is treated as a guarantee, either signers will refuse to sign or they will sign without feeling really committed to the agreement. Neither response is desirable.

- ▶ The plan should be signed in a *project plan review meeting*, not by mail. Circulating copies for signature by mail seldom works, as people may be too busy to read in depth and may miss important points that would be brought out in a signoff meeting.
- ▶ People should be encouraged to “shoot holes in the plan” during the review meeting, rather than wait until problems develop later on. Naturally, this does not mean that they should nitpick the plan. The objective is to ensure that the plan is workable; that is all.

**STAKEHOLDER:**

**Anyone who has a vested interest in the project. These include contributors, customers, managers, and financial people.**

**The project plan should be reviewed and signed off in a meeting—not through interoffice mail!**

## Changing the Plan

It would be nice to think that a plan, once developed, would never change. However, that is unrealistic. No one has 20/20 foresight. Unforeseen problems are almost certain to arise. The important thing is to

**Encourage people to spot problems during the sign-off meeting, not later.**

make changes in an orderly way, following a standard change procedure.

If no change control is exercised, the project may wind up over budget, behind schedule, and hopelessly inadequate, with no warning until it is too late. Here are suggestions for handling changes to the plan:

**Make changes in an orderly way, following a standard change procedure.**

- ▶ Changes should be made only when a significant deviation occurs. A significant change is usually specified in terms of percent tolerances relative to the original targets.
- ▶ Change control is necessary to protect *everyone* from the effects of scope creep—changes to the project that result in additional work. If changes in scope are not identified and managed properly, the project may come in considerably over budget and/or behind schedule.
- ▶ Causes of changes should be documented for reference in planning future projects. The causes should be *factual*, not blame-and-punishment statements.

**Any plan is bad which is not susceptible to change.**

—Bartolommno de San Concordio (1475–1517)

## Suggestions for Effective Planning

Here are some ideas to help you plan effectively:

- ▶ Plan to plan. It is always difficult to get people together to develop a plan. The planning session itself should be planned or it may turn into a totally disorganized meeting of the type that plagues many organizations. This means that an agenda must be prepared, the meeting should be time-limited to the degree possible, and people should be kept on track. That is, if someone goes off on a tangent, the meeting facilitator should get the person back on track as

quickly as possible. There are many excellent guides to running meetings (e.g., *Mining Group Gold*, by Tom Kayser [Kayser, 1995]); the reader is referred to those.

▶ The people who must implement a plan should participate in preparing it. Otherwise, you risk having contributors who feel no sense of commitment to the plan; their estimates may be erroneous, and major tasks may be forgotten.

**Rule: The people who must do the work should participate in developing the plan.**

▶ The first rule of planning is to be prepared to replan. Unexpected obstacles will undoubtedly crop up and must be handled. This also means that you should not plan in too much detail if there is a likelihood that the plan will have to be changed, as this wastes time.

**The first rule of planning is to be prepared to replan!**

▶ Because unexpected obstacles will crop up, always conduct a risk analysis to anticipate the most likely ones. Develop Plan B just in case Plan A doesn't work. Why not just use Plan B in the first place? Because Plan A is better but has a few weaknesses. Plan B has weaknesses also, but they must be different from those in Plan A, or there is no use in considering Plan B a backup.

The simple way to do a risk analysis is to ask, "What could go wrong?" This should be done for the schedule, work performance, and other parts of the project plan. Sometimes simply identifying risks can help avert them, but, if that cannot be done, at least you'll have a backup plan available. One caution: if you are dealing with very analytical people, they may go into *analysis paralysis* here. You are not trying to identify *every possible risk*—just those that are fairly likely.

**Identify project risks and develop contingencies to deal with them if they occur.**

► Begin by looking at the *purpose* of doing whatever is to be done. Develop a problem statement. All actions in an organization should be taken to achieve a result, which is another way of saying “solve a problem.” Be careful here to identify what the end user really needs to solve the problem. Sometimes we see projects in which the team thinks a solution is right for the client but that solution is never used, resulting in significant waste to the organization.

► Use the Work Breakdown Structure (discussed in chapter 5) to divide the work into smaller chunks for which you can develop accurate estimates for duration, cost, and resource requirements.

**Consider the little mouse, how sagacious an animal it is which never entrusts its life to one hole only.**

—Plautus (254–184 B.C.)

## Project Planning Steps

The basic planning steps are as follows. Note that some of these topics are covered in the next chapter.

- Define the problem to be solved by the project.
- Develop a mission statement, followed by statements of major objectives.
- Develop a project strategy that will meet all project objectives.
- Write a scope statement to define project boundaries (what *will* and *will not* be done).
- Develop a Work Breakdown Structure (WBS).
- Using the WBS, estimate activity durations, resource requirements, and costs (as appropriate for your environment).

**Be sure the project really satisfies the customer's needs, rather than being what the team thinks the customer should get!**

- ▶ Prepare the project master schedule and budget.
- ▶ Decide on the project organization structure—whether matrix or hierarchical (if you are free to choose).
- ▶ Set up the project notebook.
- ▶ Get the plan signed off by all project stakeholders.

.....

**Key Points to Remember**

- ▶ If you have no plan, you have no control.
  - ▶ The people who must execute a plan should participate in preparing it.
  - ▶ Have the plan signed off in a meeting, not by sending it through the interoffice mail.
  - ▶ Keep all project documentation in a project notebook.
  - ▶ Use exit criteria to determine when a milestone has actually been achieved.
  - ▶ Require that changes to the project plan be approved before making them.
  - ▶ Risk management should be part of all project planning.
  - ▶ A paradigm is a belief about what the world is like.
  - ▶ Planning is answering the “who, what, when, and how” questions.
  - ▶ Logistics refers to supplying people with materials and supplies they need to do their jobs.
- .....

**Exercise** .....

We have talked about strategy, tactics, and logistics. Which must be decided first? What is the function of tactics? When would you plan for logistics?



# Developing a Mission, Vision, Goals, and Objectives for the Project

**B**efore a project team does any work, it should spend time ensuring that it has a shared understanding of where it is going. The terms used to define that destination are mission, vision, goals, and objectives. And it is at this very early stage that projects tend to fail, because everyone takes for granted that “we all know what the mission is.”

## Defining the Problem

Every project solves a problem of some kind, but people are inclined to skip over the definition of the problem. This is a big mistake. The way you define a problem determines how you will solve it, so it is critical that a proper definition be developed. For example, too often a problem is defined in terms of a solution. A person may say, “I have a problem. My car has quit, and I have no way to get to work. How am I going to get my car repaired, because I have no money to do it?”

The problem has essentially been defined as “How do I repair

my car?” The actual problem, however, at its most fundamental level, is that the person has no way to get to work—or so he says. But could he ride the bus, go with a coworker, or ride a bike until he has the money to have the car repaired? It is true that having no money to repair the car is a problem, but it is important to distinguish between the basic or core problem and those at another level.

I once heard a sales manager berate a salesman, saying, “The company has spent a lot of money developing this new product, and none of you are selling it. If you don’t get out there and sell this product, I’m going to find myself some salespeople who can sell!”

It is clear how he has defined the problem—he has a group of salespeople who can’t sell. However, given that none of them can sell the product, I am sure he is wrong. There is something wrong with the product or market, or the competition is killing them. You are very unlikely to have *all* bad salespeople!

Nevertheless, this manager has defined the problem in terms of people, and that is the way it must be solved. Imagine that he replaces all of the salespeople. He will still have the same problem, because he has not addressed the actual cause.

People sometimes define a problem as a goal. A goal in itself is not a problem. It is when there are obstacles that make it difficult to reach the goal that one has a problem. Given this definition of a problem, we can say that problem solving involves finding ways to deal with obstacles: They must be overcome, bypassed, or removed.

**A problem is a gap between where you are and where you want to be, with obstacles existing that prevent easy movement to close the gap.**

## Confusion of Terms

Suppose a person tells you that she is taking a new job in a distant city, and she plans to move there. She immediately realizes that

she must find a place to live. So she says, “I have a problem. I have to find a place to live.”

You ask her what her mission is. “To find a place to live,” she says.

And how about her vision? “To have a place to live,” she answers, a little confused.

No wonder she is confused. All three statements sound alike! She needs to understand the difference between them if she is to solve this problem.

Remember, a problem is a gap. Suppose we were to ask her to tell us where she wants to be when her problem is solved. She would say, “I would have a place to live in the new city.”

“And where are you now?” you ask.

“I have no place to live,” she says.

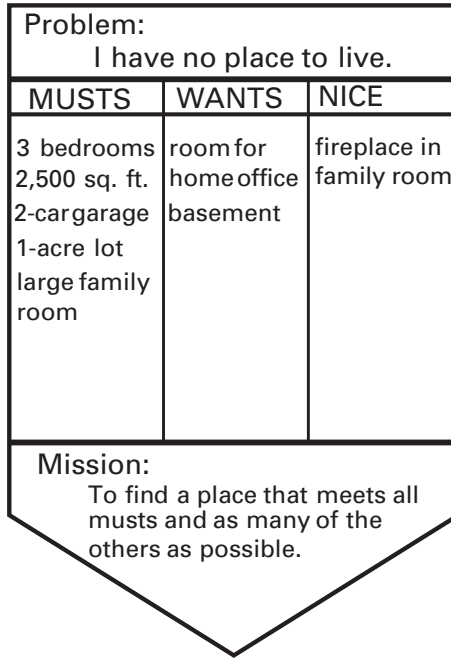
Then the gap is between having a place and not having one. This can be stated simply as “I have no place to live.” And, indeed, this is the problem she is trying to solve.

But—would just *any* place be okay? Of course not. She doesn’t want to live under a bridge, although homeless people sometimes do. So if you ask her, “What kind of place are you looking for?” she can tell you.

“It needs to have three bedrooms, the house must be of a certain size, and I prefer a certain style,” she says. This is her vision for the kind of place she wants to live in. That vision literally paints a picture in her mind, and, when she finds a place that comes close to that picture, she will have “arrived” at her destination. This is the function of vision—it defines “done.”

Her mission, then, is to find a place that conforms to her vision. Another way to say this is that the mission of a project is always to achieve the vision. In doing so, it solves the stated problem. So you may want to diagram it as shown in Figure 4-1. Note that the vision has been spelled out as a list of things she must have, along with some that she wants to have and a few that would be nice to have if she could get them.

**Figure 4-1. Chevron showing mission, vision, and problem statement.**



## The Real World

Okay, now we know the difference between the mission, vision, and problem, but in the “real world” you never get them in this order. Your boss or project sponsor will say, “Here is your mission,” without any mention of a problem statement. It is possible that some discussion of the sponsor’s vision of the end result will take place, but even that may be fairly sketchy. So the first order of business for a project team is to develop these into a form that everyone will accept.

The major “political” problem you may encounter is that the sponsor will undoubtedly have given you a mission based on his definition of the problem to be solved. Sometimes his definition will be incorrect, and you will have to confront this. Otherwise, you will spend a lot of the organization’s money,

only to find that you have developed the right solution to the wrong problem.

## The Real Mission of Every Project

I said earlier that the mission is always to achieve the vision. However, I should add that the vision you are trying to achieve is the one the customer holds. Another way to say this is that you are trying to satisfy the customer's needs. That is the primary objective. Your motive may be to make a profit in the process, but the mission is always to meet the needs of the customer. That means, of course, that you must know what those needs are, and sometimes this isn't easy, because even the customer isn't clear about them. So you have to translate or interpret as best you can. Your best safeguard is to keep the customer involved in the project from concept to completion so that there is a constant check on whether what you are doing will achieve the desired result.

The mission of the project can be written by answering two questions:

1. What are we going to do?
2. For whom are we going to do it?

In the previous edition of this book, I suggested that you also state how you will go about meeting those customer needs, but I have since decided that this should not be part of the mission statement itself. The mission statement defines "what" you are doing; "how" you are going to do it is project strategy and should be dealt with separately.

## Some Examples

When AMACOM called me to update this book, it defined the problem this way: the second edition was considered a bit dated, and it did not contain much information on Project Management Institute and the Project Management Body of Knowledge

(PMBOK®) (which was presented in chapter 1 of this edition). I also felt, on the basis of the experience I have had since the first edition was released, that some sections of the book could be clarified for the reader.

### ***Problem Statement***

If I were to write a problem statement for this project, then, it would say: The second edition of *Fundamentals of Project Management* lacks information on the PMBOK and needs to be updated.

### ***Vision***

The vision for the book remains about the same as for the first edition. The original series was designed to provide readers with a quick, easy read on the subject covered. The books are kept to under 200 pages and are written in down-to-earth language. All are published in paperback. I also add to this my own component of the vision: I like my books to be well illustrated, to enhance the reader's understanding of the material.

### ***Mission Statement***

The mission for this project is to develop a new edition of the book that includes expanded PMBOK material and that adds some new material. The target audience (who it is for) is senior managers and other readers who need a quick overview of project management without going into a great deal of depth. That's it—this is an example of developing the problem, vision, and mission for this book project.

### ***Boeing's 777 Airplane***

I said above that we are always trying to meet customer requirements, so we should listen to them. This can be harder to do than it seems. In his book *21st Century Jet*, which chronicles development of Boeing's 777 airplane, Karl Sabbagh (1996) explains that Boeing's customers started asking for a plane smaller than the 747.

Boeing had just finished developing the 767, so they suggested that customers buy it. “It’s too small,” said the airlines.

Other customers asked for a plane a little larger than the 767. Boeing suggested the 747. “It’s too big,” said the airlines. It took Boeing nearly two years to realize that the airlines wanted a plane intermediate in size between the 747 and the 767. When they finally got the message, they developed the 777, which is the subject of Sabbagh’s book.

A problem statement for this project might have said:

We have no plane intermediate in size between the 747 and the 767 that can carry passengers over a transpacific route.

(Please note that this is my statement. Boeing did not provide it to me, and I don’t know if it would fully agree with it.)

## Developing Project Objectives

Once a mission statement has been developed, you can write your project objectives. Note that objectives are much more specific than the mission statement itself and define results that must be achieved in order for the overall mission to be accomplished. Also, an objective defines the desired end result.

I may want to finish this chapter by 10 o’clock this morning. That is my desired outcome or result—my objective. The way in which I achieve that objective is to perform a number of tasks. These might include typing text into my computer, reviewing some other literature on the topic about which I am writing, calling a colleague to ask a question for clarification, and printing out the chapter, proofing it, and entering some revisions into my computer.

**Goal setting has traditionally been based on past performance. This practice has tended to perpetuate the sins of the past.**

—J. M. Juran

The following acronym may help you remember the essential qualities that a statement of objectives must have. We say that an objective must be SMART, each letter standing for a condition as follows:

**S**pecific

**M**easurable

**A**ttainable

**R**ealistic

**T**ime-limited

Dr. W. Edwards Deming has raised some serious questions about the advisability of trying to quantify goals and objectives. He argued, in *Out of the Crisis* (1986), that there is no point in setting quotas for a manufacturing process to reach. If the system is stable, he argued, then there is no need to specify a goal, since you will get whatever the system can produce. A goal beyond the capability of the system can't be achieved.

On the other hand, if the system is not stable (in the statistical sense of the word), then again there is no need to specify a quota, since there is no way to know what the capability of the system is (Deming, p. 76).

In project work, we may know the capability of a person by looking at his or her past performance, but unless you have a large number of samples, you have no way of knowing exactly what the person can do, since there is always variability in people's performance. Furthermore, it does no good to base a quota on what someone else has done. The quota must be valid for the person who is going to do the job this time.

**An objective specifies a desired end result to be achieved. A task is an activity performed to achieve that result. An objective is usually a noun, whereas a task is a verb.**



We all know that some people are capable of more output than others. So defining the measurement and attainability aspects of goal or objective setting is very difficult. I go into this more in chapter 5 when I discuss time estimating.

I have found the following two questions to be useful both in setting objectives and in monitoring progress toward those objectives:

- ▶ What is our desired outcome? This is called the outcome frame and helps keep you focused on the result you are trying to achieve, rather than on the effort being expended to get there.
- ▶ How will we know when we achieve it? I call this the evidence question. This question is very useful for establishing exit criteria for objectives that cannot be quantified.

### **Some Examples of Objectives**

- ▶ Our objective is to develop a one-minute commercial to solicit contributions to WXYZ to air on local TV stations by June 5, 2002.
- ▶ Our objective is to raise \$600,000 in funds from local viewers by September 18, 2002.

### **The Nature of Objectives**

Note that these examples of objectives do not say how they will be achieved. I consider an objective to be a statement that tells me what result is to be achieved. The how is problem solving, and I prefer to keep that open so that solutions can be brain-stormed later. If the approach is written into the objective statement, it may lock a team into a method that is not really best for the project.

### **Assessing Project Risks**

Once you have established your objectives, you can develop plans for how to achieve them. Unfortunately, the best plans sometimes don't work. One safeguard in managing projects is to

think about the risks ahead that could sink the job. This can be done for critical objectives and for other parts of the plan.

The simplest way to conduct a risk analysis is to ask, “What could go wrong?” or “What could keep us from achieving our objective?” It is usually best to list the risks first, then think about contingencies for dealing with them. One way to look at risk is to divide a flip chart page in half, have the group brainstorm the risks, which you write down on the left side of the page, and then go back and list the contingencies— things you can do to manage the risks if they do materialize. An example of a risk analysis for a photography project is shown in Figure 4-2.

**It is helpful to assess risks of failure of the following:**

- ▶ **The schedule**
- ▶ **The budget**
- ▶ **Project quality**
- ▶ **Customer satisfaction**

One benefit of doing a risk analysis in this manner is that it may help you avert some risks. When you cannot avert a risk, you will at least have a backup plan. Unexpected risks can throw a project into a tailspin.

**Risk analysis should not lead to analysis paralysis!**

I mentioned this point previously, but it bears repeating: you are not trying to identify every possible risk, just some of the more likely ones. This point should be made to team members who are highly analytical or who perhaps have a tendency to be negative in general. Also, risk

**Figure 4-2. Risk analysis example.**

What could go wrong?	Contingency
1. Exposure wrong	Bracket the exposure
2. Shots unacceptable	Take extra photos
3. Film lost or damaged	Hand carry to client
4. Weather delays	Allow extra time

analysis always has a positive thrust—that is, you are asking, “If it happens, what will we do about it?” You don’t want people to play “Ain’t it awful!”

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### Key Points to Remember

- ▶ The way a problem is defined determines how you will solve it.
- ▶ A problem is a gap between where you are and where you want to be, with obstacles making it hard to reach the goal. A goal by itself is not a problem. Obstacles must exist for there to be a problem.
- ▶ Vision is what the final result will “look like.” It defines “done.”
- ▶ The mission is to achieve the vision. It answers the two questions “What are we going to do?” and “For whom are we going to do it?”
- ▶ Objectives should be SMART.
- ▶ You can identify risks by asking, “What could go wrong?”

## Planning Exercise

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Choose a project that you are going to do or perhaps have just started. Answer the questions that follow to the best of your ability. If you need to confer with others to answer some of them, fine. Remember, the people who have to follow the plan should participate in preparing it.

- ▶ What are you trying to achieve with the project? What need does it satisfy for your customer? Who exactly is going to actually use the project deliverable(s) when it is finished? (That is, who is your real customer?) What will distinguish your deliverable from those already available to the customer?

- ▶ Write a problem statement on the basis of your answers to the first question. What is the gap between where you are now and where you want to be? What obstacles prevent easy movement to close the gap?
- ▶ Write a mission statement, answering the two basic questions:  
What are we going to do?  
For whom are we going to do it?
- ▶ Talk to your customer about these issues. Do not present your written statements to her. Instead, see whether you can get confirmation by asking open-ended questions. If you can't, you may have to revise what you have written.

# Using the Work Breakdown Structure to Plan a Project

In a previous chapter, I said that planning answers the questions “What must be done?,” “How long will it take?,” and “How much will it cost?” Planning the *what* is vital; projects frequently fail because a significant part of the work is *forgotten*. In addition, once tasks have been identified, the time and resource requirements must be determined. This is called *estimating*.

A major problem in project planning is determining how long tasks will take and what it will cost to do them. Inaccurate estimates are a leading cause of project failures, and missed cost targets are a common cause of stress and recrimination in project management.

The most useful tool for accomplishing all of these tasks is the Work Breakdown Structure (WBS). The idea behind the WBS is simple: You can subdivide a complicated task into smaller tasks, until you reach a level that cannot be further subdivided. At that point, it is usually easier to estimate how long the small task will

take and how much it will cost to perform than it would have been to estimate these factors for the higher levels.

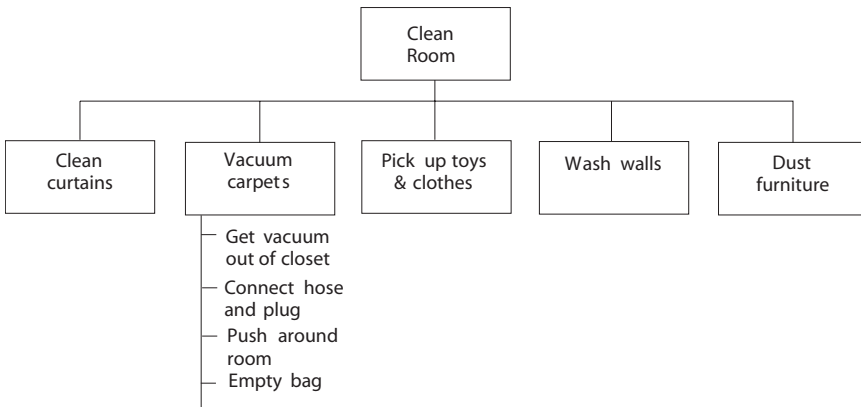
Nevertheless, it is still not easy to estimate task durations for activities that have never been performed before. Because this is the typical situation in engineering hardware and software development projects, we might expect many of these estimates to be in error, and this seems to be demonstrated by experience. Still, the Work Breakdown Structure makes it easier to estimate knowledge tasks than any other tool we have.

## A Simple Example

As an example, if I want to clean a room (see Figure 5-1), I might begin by picking up clothes, toys, and other things that have been dropped on the floor. I could use a vacuum cleaner to get dirt out of the carpet. I might wash the windows and wipe down the walls, then dust the furniture. All of these activities are *subtasks* performed to clean the room.

As for vacuuming the room, I might have to get the vacuum cleaner out of the closet, connect the hose, plug it in, push the vacuum cleaner around the room, empty the bag, and put the machine back in the closet. These are still smaller tasks to be

**Figure 5-1. WBS diagram to clean a room.**



performed in accomplishing the subtask called *vacuuming*. The diagram in Figure 5-1 shows how this might be portrayed in WBS format.

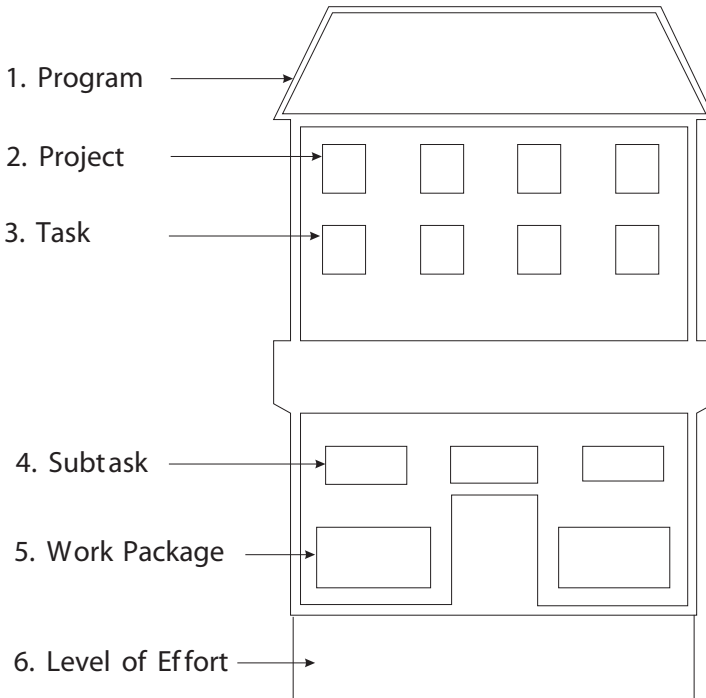
Note that we do not worry about the *sequence* in which work is performed when we do a WBS. That will be worked out when we develop a schedule. However, you will probably find yourself thinking sequentially, as it seems to be human nature to do so. The main idea of doing a WBS is to capture all of the tasks. So if you find yourself and other members of your team thinking sequentially, don't be too concerned, but don't get hung up on trying to diagram the sequence or you will slow down the process of task identification.

The typical WBS has three to six levels, and these can be named as shown in Figure 5-2. It is, of course, possible to have projects that require a lot more levels. Twenty levels is considered to be the upper limit, and that is a huge project. Note that level 1 is called the *program* level. The difference between a program and a project is just one of degree.

An example of a program is the development of an airplane. For example, the WBS for Boeing's 777 airplane program might have been drawn as shown in Figure 5-3. Notice that the engine, wing, and avionics are large enough jobs to be called projects in their own right. In fact, the program manager's job is to make sure that the projects are all properly integrated. The engine mounts on the wing, so, somewhere in the structure to develop the engine, there will be an activity called "Design wing mounts." And for the wing, there will be an activity called "Design engine mounts." If these are not coordinated properly, you will wind up with an engine that won't mount on the wing. The job of coordinating these is called *system integration*.

**A Work Breakdown Structure does not show the sequence in which work is performed! Such sequencing is determined when a schedule is developed.**

Figure 5-2. WBS level names.

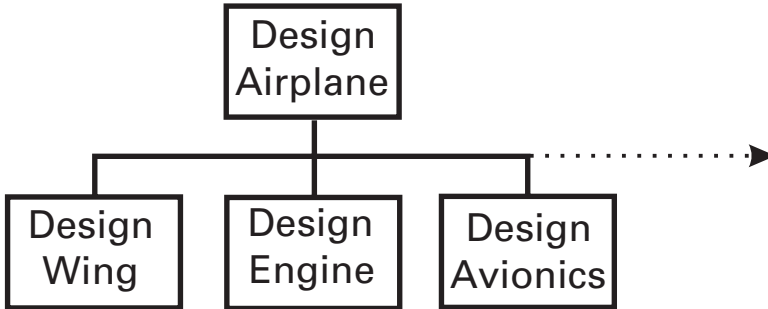


## Guidelines for Developing the WBS

One important question in constructing a WBS is “When do you stop breaking down the work?” The general guideline is that you stop when you reach a point where either you can estimate time and cost to the desired degree of accuracy or the work will take an amount of time equal to the smallest units you want to schedule. If, for instance, you want to schedule to the nearest day, you break down the work to the point where tasks take about a day to perform. If you are going to schedule to the nearest hour, then you stop when task durations are in that range.

**Stop breaking down work when you reach a low enough level to do an estimate of the desired accuracy.**



**Figure 5-3. Partial WBS for the 777 development program.**

Remember the rule that the people who must do the work should participate in planning it? That applies here. Usually a core group identifies top-level parts of the WBS; those parts are further refined by other members of the team and then integrated to obtain the entire WBS.

One important point: the WBS should be developed before the schedule. In fact, the WBS is the device that ties the entire project together. It allows resources to be assigned and estimates of time and cost to be made and shows the scope of the job in graphic form. Later, as the project is tracked, the work can be identified as falling in a particular box in the WBS.

There is at least one software package, SuperProject Expert™, that prints a WBS after schedule data have been entered. That is a nice feature, since it gives a graphically attractive WBS, but the rough drawing should be made before you use the scheduling software. The reason is quite simple: until everyone has agreed that all tasks have been identified, it is misleading to develop a schedule. You cannot be sure that the critical path identified by a partial schedule will be the same for the full schedule.

***The WBS should always be developed before the schedule is worked out, but without trying to identify the sequence of activities.***

There are a number of approaches to developing the WBS. Ideally, you proceed top-down, following development of a good problem statement and mission statement. As I have mentioned, however, the mind does not always operate in such nice, linear fashion; as you develop the WBS, you may sometimes find that it helps you to understand the job better. For that reason, I am not a purist about doing things in a specific order. You do what works best for you.

The WBS does not have to be symmetrical. That is, all paths need not be broken down to level 6 (or whatever level you stop at). Since the rule is to break work down to a level sufficient to achieve the estimating accuracy you desire, one path may take six levels, while another may need only three.

***A WBS does not have to be symmetrical. All paths do not have to go down to the same level.***

## Uses of the WBS

As I have said, the WBS is a good way to show the scope of a job. If you have ever given someone an estimate for project cost or time and seen the person's horrified look, you know that they are seeing the project in their mind as much simpler than it is. When you show a project in WBS form, it is clear to most individuals why the job costs so much. In fact, I have had the experience of the planning group members themselves being overwhelmed by the complexity and magnitude of the WBS. If it impresses them, think of the impact on the outsider.

***The WBS is a good way to portray the scope of a project.***

Assigning responsibility for tasks is another important use of the WBS. Each task to be performed should be assigned to a particular person who will be responsible for its completion. These assignments can then be listed on a separate form, often called a Responsibility Chart (see Figure 5-4).



which cards are ordered, and perhaps not yet even that comfortable with counting. So we must reach a very important conclusion: You cannot do a time or cost estimate without considering who will actually perform the task. Second, you must base the estimate on historical data or a mental model. Historical data are best.

Generally we use average times to plan projects. That is, if it takes three minutes on average for adults to sort a deck of cards, I would use three minutes as my estimate of how long it will take during execution of my project. Naturally, when I use averages, in reality some tasks will take longer than the time allowed and some should take less. Overall, however, they should *average out*.

That is the idea, anyway. Parkinson's Law discredits this notion, however. Parkinson said that work always expands to fill the time allowed. That means that tasks may take longer than the estimated time, but they almost never take less. One reason is that when people find themselves with some time left, they tend to refine what they have done. Another is that people fear that if they turn work in early, they may be expected to do the task faster the next time or that they may be given more work to do.

This is a very important point: if people are penalized for performing better than the target, they will quit doing so. We also have to understand *variation*. If the same person sorts a deck of cards over and over, we know the sort times will vary. Sometimes it will take two minutes, while other times it will take four. The average may be three, but we may expect that half the time it will take three minutes or less and half the time it will take

**Parkinson's Law:**  
**Work expands to fill  
the time allowed.**

**We must be careful  
not to penalize  
workers who per-  
form better than  
expected by loading  
them down with  
excessive work.**

**An exact estimate  
is an oxymoron!**

three minutes or more. Very seldom will it take *exactly* three minutes.

The same is true for *all* project tasks. The time it takes to perform them will vary, because of forces outside the person's control. The cards are shuffled differently every time. The person's attention is diverted by a loud noise outside. He drops a card while sorting. He gets tired. And so on.

Can you get rid of the variation? No way.

Can you reduce it? Yes—through practice, by changing the process by which the work is done, and so on. But it is important to note that the variation will always be there, and we must recognize and accept it.

## The Hazards of Estimating

Consider the case of Karen. One day her boss stopped by her desk at about one o'clock. "Need for you to do an estimate for me," he told her. "Promised the Big Guy I'd have it for him by four o'clock. You with me?"

Karen nodded and gave him a thin smile. The boss described the job for her. "Just need a ballpark number," he assured her and drifted off.

Given so little time, Karen could compare the project her boss described only to one she had done about a year before. She added a little for this and took a little off for that, put in some contingency to cover her lack of information, and gave the estimate to the boss. After that, she forgot all about the job.

Two months passed. Then the bomb was dropped. Her boss appeared, all smiles. "Remember that estimate you did for me on the xyz job?"

She had to think hard to remember, but, as her boss droned on, it came back to her. He piled a big stack of specifications on her desk. "It's your job now," he told her and drifted off again into manager dreamland.

As she studied the pile of paper, Karen felt herself growing more concerned. There were significant differences between this set of specs and what her boss had told her when she did the estimate. "Oh well, I'm sure he knows that," she told herself.

Finally she managed to work up a new estimate for the job on the basis of the real specs. It was almost 50 percent higher than the ballpark figure. She checked her figures carefully, assured herself that they were correct, and went to see her boss.

He took one look at the numbers and went ballistic. “What are you trying to do to me?” he yelled. “I already told the old man we would do it for the original figure. I can’t tell him it’s this much more. He’ll kill me.”

“But you told me it was just a ballpark number you needed,” Karen argued. “That’s what I gave you. But this is nothing like the job I quoted. It’s a lot bigger.”

“I can’t help that,” her boss argued. “I already gave him the figures. You’ll have to find a way to do it for the original bid.”

Naturally, you know the rest of the story. The job cost even more than Karen’s new estimate. There was a lot of moaning and groaning, but, in the end, Karen survived. Oh, they did send her off to a course on project management—hoping, no doubt, that she would learn how to estimate better in the future.

Guidelines for documenting estimates:

- ▶ Show the percent tolerance that is likely to apply.
- ▶ Tell how the estimate was made and what assumptions were used.
- ▶ Specify any factors that might affect the validity of the estimate (such as time—will the estimate still be valid in six months?).

Could you fault Karen for anything? Well, perhaps. If she failed to tell the boss that a ballpark estimate may have a tolerance of perhaps  $\pm 25$  percent but that the margin of error can range from  $-10$  percent to  $+100$  percent, then she allowed him to think that the estimate was better than it was. Also, she should have documented all working assumptions, explaining how she

***One of the primary causes of project failures is that ballpark estimates become targets.***

did the estimate, what project she had used for comparison, and so on. Then, if management still pulled a whammy on her, at least she would have had some protection. In fact, it is impossible to make sense of any estimate unless these steps are taken, so they should be standard practice.

## Consensual Estimating

In recent years, a new method of estimating knowledge work has been developed that seems to work better than older techniques. Rather than have individuals estimate task durations, the new method asks at least three people to estimate each activity in the project that they know something about. They do this without discussing their ideas with one another. They then meet to find out what they have put on paper. In a typical situation, there may be a range of times, such as, for example, ten days, twelve days, and thirty days, in which two of the estimates are close together, but one is very different. How do you handle the discrepancy?

The best approach is to discuss what each person was considering when he or she made the estimate. It may be that the person who put down thirty days was thinking about something that the other two had overlooked. Or, conversely, they may convince the thirty-day person that his number is way too high and get him to come down to a figure nearer their estimates. In any case, they try to arrive at a number that they all can support. This is called consensus.

There are three advantages to this approach. First, no one person is on the hook for the final number. Second, inexperienced people learn to estimate from those more experienced. Third, they are likely to collectively consider more issues than any one person would do working alone. For that reason, you are more likely to get an accurate estimate, although it is important to remember that it is still not exact!

## Improving Estimating Ability

People cannot learn unless they receive feedback on their performance. If you went out every day and ran 100 yards, trying to

improve your speed, but you never timed yourself, you would have no idea whether you were getting better or worse. You could be doing something that slowed you down, but you wouldn't know it. In the same way, if you estimate task durations but never record the actual time it takes to do the task, you are never going to get better at estimating. Furthermore, you have to track progress by recording times daily. If you record times once a week, I can promise you that you will be just guessing, and that won't be helpful.

.....

### Key Points to Remember

- ▶ Do not try to work out sequencing of activities when you develop a WBS. You will do that when you develop a schedule.
- ▶ A WBS ties the entire project together. It portrays scope graphically, allows resources to be assigned, permits estimates of time and costs to be developed, and thus provides the basis for the schedule and the budget.
- ▶ An estimate is a *guess*, and an exact estimate is an *oxymoron!*
- ▶ Be careful that ballpark estimates don't become targets.
- ▶ Consensual estimating is a good way to deal with activities for which no history exists.
- ▶ No learning takes place without feedback. Estimate; then track your actual time if you want to improve your estimating ability.

.....

## Exercise

Following is a list of tasks to be performed in preparation for a camping trip. Draw a WBS that places the tasks in their proper rela-



tionship to one another. The solution is contained in the Answers section.

Arrange for supplies and equipment.

Select campsite.

Make site preparations.

Make site reservation.

Arrange time off from work.

Select route to site.

Prepare menu for meals.

Identify source of supplies and equipment.

Load car.

Pack suitcases.

Purchase supplies.

Arrange camping trip (project).

# Scheduling Project Work

One of the primary features that distinguishes project management from general management is the special attention to scheduling. Remember from chapter 1 that Dr. J. M. Juran says a project is a problem scheduled for solution.

Unfortunately, some people think that project management is nothing *but* scheduling, and this is incorrect. Scheduling is just one of the tools used to manage jobs and should not be considered the primary one.

People today tend to acquire scheduling software, of which there is an abundance, and think that will make them instant project managers. They soon find that that idea is wrong. In fact, it is nearly impossible to use the software effectively unless you understand project management (and scheduling methodology in particular).

I do have one suggestion about soft-

**Project management is not just scheduling.**

**Suggestion: Whatever scheduling software you choose, get some professional training on how to use it.**

ware. Whatever you pick, get some professional training in how to use it. In the early days of personal computers, there was a pretty significant difference between the low-end and the high-end software that was available. The low-end packages were pretty easy to use, whereas the high-end ones were not.

The gap between low- and high-end software has closed to the point that this is no longer true. They are *all* difficult to use now, and the training materials (tutorials and manuals) that come with the software are often not very good. In addition, it is hard to find time to work through a tutorial without being interrupted several times, which means that self-learning is difficult. The most efficient way is to take a class.

Do check out the instructor's knowledge of project management. Some of the people teaching the software know very little about project management itself, and, when you have questions, they can't answer them.

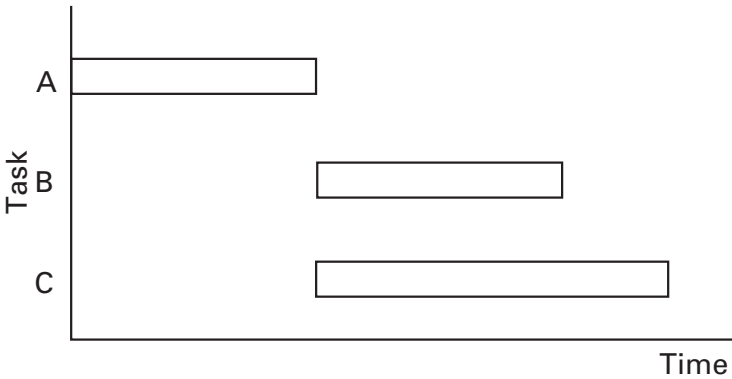
You should expect to spend from two to three days of classroom time becoming really proficient with the software. That is still a good investment, considering the time the software can save you in the long run.

## A Brief History of Scheduling

Until around 1958, the only tool for scheduling projects was the bar chart (see Figure 6-1). Because Henry Gantt developed a complete notational system for showing progress with bar charts, they are often called Gantt charts. They are simple to construct and read and remain the best tool to use for communicating to team members what they need to do within given time frames. Arrow diagrams tend to be too complicated for some teams. Nevertheless, it is often helpful to show an arrow diagram to the people doing the work so that they understand interdependencies and why it is important that they complete certain tasks on time.

Bar charts do have one serious drawback—it is very difficult to determine the impact of a slip on one task on the rest of the

Figure 6-1. Bar chart.



project (e.g., if *Task A* in Figure 6-1 gets behind, it is hard to tell how this will affect the rest of the work). The reason is that the bar chart (in its original format) did not show the interdependencies of the work. (Contemporary software does show links between bars, making them easier to read. The actual name for these bar charts is “time-line critical path schedules.”)

To overcome this problem, two methods of scheduling were developed in the late 1950s and early 1960s, both of which use arrow diagrams to capture the sequential and parallel relationships among project activities. One of these methods, developed by Du Pont, is called *Critical Path Method (CPM)*, and the other, developed by the U.S. Navy and the Booze, Allen, and Hamilton consulting group, is called *Program Evaluation and Review Technique (PERT)*. Although it has become customary to call all arrow diagrams PERT networks, strictly speaking the PERT method makes use of probability techniques, whereas CPM does not. In other words, with PERT it is possible to calculate the probability that an activity will be completed by a certain time, whereas that is not possible with CPM.

**CPM: Critical Path  
Method**

**PERT: Program  
Evaluation and**

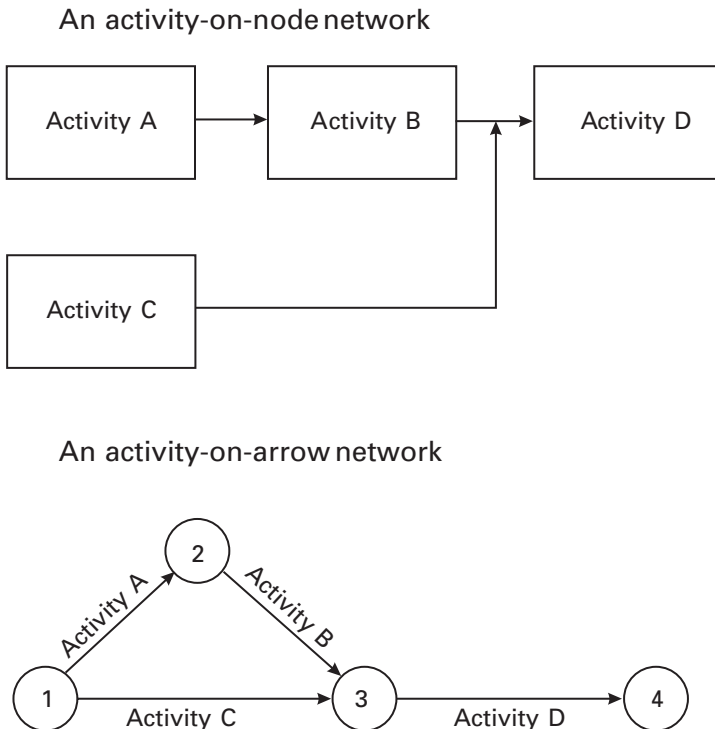
**Review Technique**

## Network Diagrams

To show the sequence in which work is performed, diagrams like those in Figure 6-2 are used. In these diagrams Task A is done before B, while Task C is done in parallel with them.

The network in the bottom half of Figure 6-2 uses *activity-on-arrow* notation, in which the arrow represents the work being done and the circle represents an event. An event is *binary*; that is, it has either occurred or it has not. An activity, on the other hand, can be partially complete. Note that this is a special use of the word *event*. We speak of a football game as an event, even though it spans time. In scheduling terminology, however, an event is a specific point in time where something has just started or has just been finished.

**Figure 6-2. Arrow diagrams.**



The network in the top half of Figure 6-2 uses *activity-on-node* notation, which shows the work as a box or node, and the arrows show the sequence in which the work is performed. Events are not shown in activity-on-node networks unless they are *milestones*—points in the project at which major portions of the work are completed.

Why two forms of diagrams? Probably a tyranny to confuse the uninitiated. Actually, it simply happens that the schemes were developed by different practitioners.

Is one better than the other? No. They both get the same results in figuring out when work is supposed to be completed. Both forms are still used, although activity-on-node is used a bit more than the other, simply because much of today's personal computer software is programmed to use node notation.

What is the benefit of using either CPM or PERT? The main advantage is that you can tell whether it is possible to meet an important project completion date, and you can also tell exactly when various tasks must be finished in order to meet that deadline. Furthermore, you can tell which tasks have some leeway and which do not. In fact, both CPM and PERT determine the *critical path*, which is defined as the longest series of activities (that can't be done in parallel) and which therefore governs how early the project can be completed.

**The critical path is the longest path through a project network. Because it has no slack, all activities on the critical path must be completed as scheduled, or the end date will begin to slip—one day for each day a critical activity is delayed.**

## The Reason for Scheduling

Naturally, the primary reason for scheduling a project is to ensure that the deadline can be met. Most projects have a deadline imposed. Furthermore, since the critical path method helps iden-

tify which activities will determine the end date, it also helps guide how the project should be managed.

However, it is easy to get carried away with scheduling and spend all of your time updating, revising, and so on. The scheduling software in use today should be viewed as a *tool*, and managers should not become slaves to the tool.

It is also very easy to create schedules that look good on paper but don't work in practice. The main reason is usually that resources are not available to do the work when it comes due. In fact, unless resource allocation is handled properly, schedules are next to useless. Fortunately, today's scheduling software handles resource allocation fairly well, but we leave discussion of the methods used to the software manuals. In this book, we simply examine how networks are used to show us where we need to manage.

I am often told that scope and priorities change so often in a given organization that it doesn't make sense to spend time finding critical paths. There are two points worth considering here. One is that if scope is changing often in a project, not enough time is being spent doing up-front definition and planning. Scope changes most often occur because something is forgotten. Better attention to what is being done in the beginning usually reduces scope creep.

Second, if priorities are changing often, management does not have its act together. Generally, the organization is trying to tackle too much work for the number of resources available. We all have "wish lists" of things we want to do personally, but we have to put some of them on hold until time and/or money become available. The same is true of organizations. Experience shows that when you have individuals working on many projects, productivity suffers. One company found, as an example, that when it stopped having people work on multiple projects,

**One company found that when it stopped having people work on multiple projects, workers' productivity doubled!**

employees' productivity *doubled!* That obviously is highly significant.

What does CPM have to do with this? Knowing where the critical path is in a project allows you to determine the impact on the project of a scope or priority change. You know which activities will be impacted most heavily and what might need to be done to regain lost time. In addition, managers can make informed decisions when you can tell them the impact of changes to the project. Thus, CPM can be an invaluable tool, when used properly.

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### Definitions of Network Terms

ACTIVITY	An activity always consumes time and may also consume resources. Examples include paperwork, labor, negotiations, machinery operations, and lead times for purchased parts or equipment.
CRITICAL	A critical activity or event is one that must be achieved by a certain time, having no latitude (slack or float) whatsoever.
CRITICAL PATH	The critical path is the longest path through a network and determines the earliest completion of project work.
EVENTS	Beginning and ending points of activities are known as events. An event is a specific point in time. Events are commonly denoted graphically by a circle and may carry identity nomenclature (e.g., words, numbers, alphanumeric codes).
MILESTONE	This is an event that represents a point in a project of special significance. Usually it is the completion of a major phase of the work. Project reviews are often conducted at milestones.
NETWORK	Networks are called arrow diagrams. They provide a graphical representation of a project plan showing the relationships of the activities.

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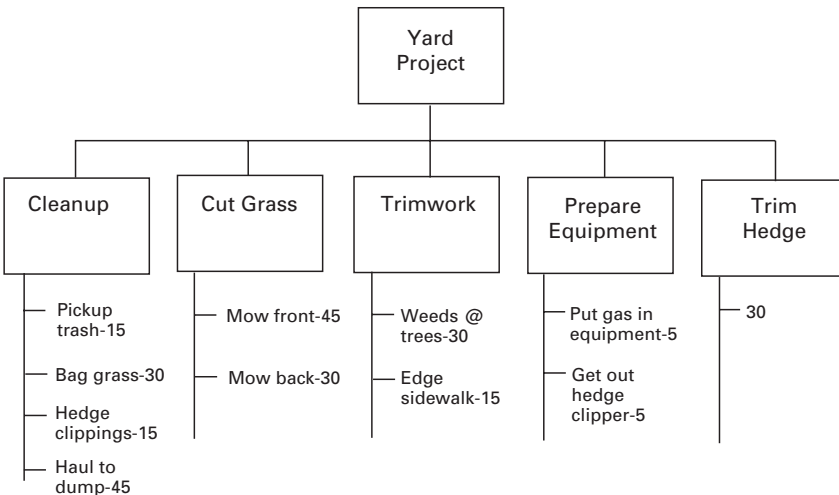
## Constructing an Arrow Diagram

As was pointed out in chapter 5, a Work Breakdown Structure (WBS) should be developed before work on the project is scheduled. Also, we saw that a WBS can contain from two to twenty levels. To illustrate how a schedule is constructed from a WBS, we consider a simple job of maintaining the yard around a home. The WBS is shown in Figure 6-3.

In the case of this WBS, it is appropriate to schedule the tasks at the lowest level. However, this is not always true. Sometimes work will be broken down to level 6 but only those activities up to level 5 will be entered into the schedule. The reason is that you may not be able to keep level 6 tasks on schedule. That is, you can't manage that tightly. So you schedule at a level that you *can* manage. This follows the general rule that you should never plan (or schedule) in more detail than you can manage. Some projects, such as overhauling a large power generator, are scheduled in increments of hours. Others are

**Don't schedule in more detail than you can manage.**

**Figure 6-3. WBS to do yard project.**



scheduled in days, while some big construction jobs are scheduled to the nearest month.

While planning in too much detail is undesirable, if you plan in too little detail, you might as well not bother. As a practical example, a manager told me that his staff wanted to create schedules showing tasks with twenty-six-week durations. He protested that the staff would never complete such schedules on time. They would *back-end load them*, he argued.

What he meant was that there is a lot of security in a twenty-six-week task. When the start date comes, if the person doing the task is busy, she might say, "I can always make up a day on a twenty-six-week activity. I'll get started tomorrow." This continues until she realizes she has delayed too long. Then there is a big flurry of activity as she tries to finish on time. All the work has been pushed out to the end of the twenty-six-week time frame.

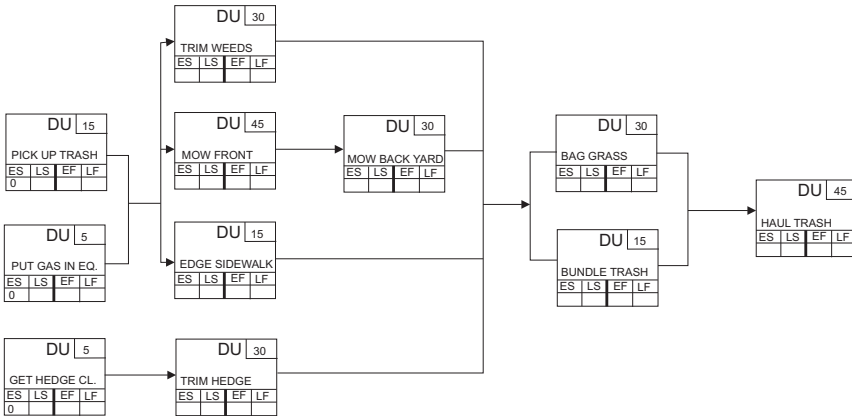
A good rule of thumb to follow is that no task should have a duration much greater than four to six weeks. A twenty-six-week task can probably be broken down into five or six subtasks. Such a plan will generally keep people from back-end loading.

There are two ways you can develop a schedule. One is to begin at the end and work backward until you arrive at the beginning. The second method is to start at the beginning and work toward the end. Usually, it is easiest to start at the beginning.

The first step is to decide what can be done first. Sometimes several tasks can start at the same time. In that case, you simply draw them side-by-side and start working from there. Note the pro-

**A good rule of thumb to follow is that no task should have a duration much greater than four to six weeks. For knowledge work, durations should be in the range of one to three weeks, because knowledge work is harder to track than tangible work.**

Figure 6-4. CPM diagram for yard project.



gression in the diagram in Figure 6-4. It sometimes takes several iterations before the sequencing can be worked out completely.

This small project might be thought of as having three phases: *preparation*, *execution*, and *cleanup*. There are three preparation tasks: *pick up trash*, *put gas in equipment*, and *get out hedge clipper*. The cleanup tasks include *bagging grass*, *bundling clippings*, and *hauling trash* to the dump.

In doing this schedule diagram, I have followed a rule of scheduling, which is to *diagram what is logically possible, then deal with resource limitations*. For a yard project, if I have no one helping me, then there really can be no parallel paths. On the other hand, if I can enlist help from the family or neighborhood youth, then parallel paths are possible, so this rule says go ahead and schedule *as if* it were possible to get help. This is especially important to remember in a work setting, or you will never get a schedule put together. You will be worrying about who will be available to do the work and end up in analysis paralysis.

**Schedules should be developed according to what is logically possible, and resource allocation should be done later. This will yield the optimum schedule.**

Another rule is to keep all times in the same increments. Don't mix hours and minutes—schedule everything in minutes, then convert to hours and minutes as a last step. For this schedule, I have simply kept everything in minutes.

I suggest that you draw your network on paper and check it for logical consistency before entering anything into a computer scheduling program. If the network has logical errors, the computer will just give you a *garbage-in, garbage-out* result, but it will *look* impressive, having come from a computer.

It is also important to remember that there is usually no *single* solution to a network problem. That is, someone else might draw the arrow diagram a bit differently than you have done. There may be parts of the diagram that *have* to be done in a certain order, but often there is flexibility. For example, you can't deliver papers until you have printed them, so if the diagram showed that sequence, it would be wrong. The conclusion is that there is no single right solution, but a diagram can be said to be wrong if it violates logic.

The network for the yard project could get a lot more complicated. You could have *edge front sidewalk* and *edge back sidewalk*. You could talk about trimming around trees in both front and back, and so on. But there is no need to make it too complicated. We don't usually try to capture *exactly* how we will do the work, just the gist of it.

The next step is to figure out how long it will take to do the job. Time estimates for each task are made by using history—remembering how long each activity has taken in the past. Remember, though, that the estimate is valid only for the individual who is going to do the task. If my daughter, who is six-

**Another rule is to keep all times in the same increments.**

**It is hard to tell whether a network is absolutely correct, but it can be said to be wrong if logic is violated.**

teen, does the lawn mowing using a push mower, it will probably take less time than for my son, who is only twelve. In the following chapter, we see how to find the critical path through the network, so we can know how long it will take.

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### Key Points to Remember

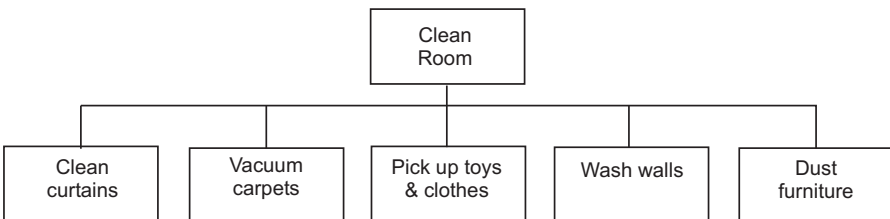
- ▶ Project management is not just scheduling.
  - ▶ Arrow diagrams allow an easier assessment of the impact of a slip on a project than is possible with Gantt charts.
  - ▶ Schedule at a level of detail that can be managed.
  - ▶ No task should be scheduled with a duration much greater than four to six weeks. Subdivide longer tasks to achieve this objective. Software and engineering tasks should be divided even further, to durations not exceeding one to three weeks.
- .....

## Exercise

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For the following WBS (Figure 6-5), draw an arrow diagram. One solution is shown in the Answers section.

**Figure 6-5. WBS to clean room.**



# Producing a Workable Schedule

Once a suitable network has been drawn, with durations assigned to all activities, it is necessary to determine where the longest path is in the network and to see whether it will meet the target completion date. Since the longest path through the project determines *minimum* project duration, any activity on that path that takes longer than planned will cause the end date to slip accordingly, so that path is called the *critical path*.

## Schedule Computations

Normally, you would let a computer do these computations for you, so you may wonder why it is necessary to know how to do them manually. My belief is that unless you know how the computations are done, you do not fully understand the meanings of float, early and late dates, and so on. Further, you can easily fall prey to the *garbage-in, garbage-out* malady. So here is a brief treatment of how the calculations are done by the computer. (For most schedules, the computer has the added bonus of converting times to calendar dates, which is no easy task to do manually.)

First, consider what we want to know about the project. If it starts at some *time = zero*, we want to know how soon it can be finished. Naturally, in most actual work projects, we have been told when we must be finished. That is, the end date is dictated. Furthermore, the start date for the job is often constrained for some reason: resources won't be available, specs won't be written, or another project won't be finished until that time. So scheduling usually means trying to fit the work between two fixed points in time. Whatever the case, we still want to know how long the project will take to complete; if it won't fit into the required time frame, then we will have to do something to shorten the critical path.

In the simplest form, network computations are made for the network on the assumption that activity durations are exactly as specified. However, activity durations are a function of the level of resources applied to the work, and if that level is not actually available when it comes time to do the work, then the scheduled dates for the task cannot be met. It is for this reason that network computations must ultimately be made with resource limitations in mind. Another way to say this is that *resource allocation* is necessary to determine what kind of schedule is actually *achievable!* Failure to consider resources almost always leads to a schedule that cannot be met.

Still, the first step in network computations is to determine where the critical path is in the schedule and what kind of latitude is available for noncritical work, under *ideal conditions*. Naturally, the ideal situation is one in which unlimited resources are available, so the first computations made for the network are done without consideration of

**Failure to consider resource allocation in scheduling almost always leads to a schedule that cannot be achieved.**

**Initial schedule computations are made assuming that unlimited resources are available. This yields the best-case solution.**

resource requirements. It is this method that is described in this chapter, and resource allocation methods are deferred to scheduling software manuals, as I said previously.

## Network Rules

In order to compute network start and finish times, only two rules apply to *all* networks. These are listed following as rules 1 and 2. Other rules are sometimes applied by the scheduling software itself. These are strictly a function of the software and are not applied to all networks.

- Rule 1. Before a task can begin, all tasks preceding it must be completed.
- Rule 2. Arrows denote logical precedence.

## Basic Scheduling Computations

Scheduling computations are illustrated using the network in Figure 7-1. First, let us examine the node boxes in the schedule. Each has the notation *ES*, *LS*, *EF*, *LF*, and *DU*. These mean:

- ES = Early Start
- LS = Late Start
- EF = Early Finish
- LF = Late Finish
- DU = Duration (of the task)

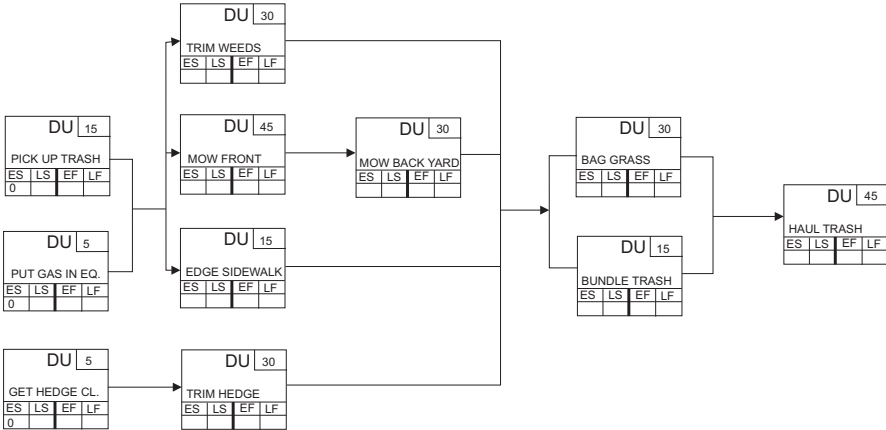
## Forward-Pass Computations

Consider a single activity in the network, such as picking up trash from the yard. It has a duration of fifteen minutes. Assuming that it starts at *time = zero*, it can finish as early as fifteen minutes later. Thus, we can enter 15 in the cell labeled *EF*.

Putting gas in the mower and weed whacker takes only five minutes. The logic of the diagram says that both of these tasks



**Figure 7-1. Network to illustrate computation methods.**



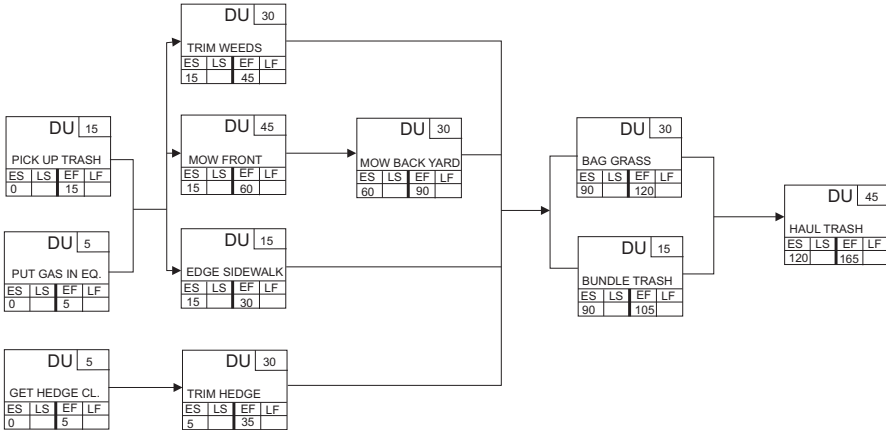
must be completed before we can begin trimming weeds, cutting the front grass, and edging the sidewalk. The cleanup task takes fifteen minutes, whereas the gas activity takes only five minutes. How soon can the following activities start? Not until the cleanup has been finished, since it is the longest of the preceding activities.

In fact, then, the Early Finish for cleanup becomes the Early Start for the next three tasks. It is always true that the *latest Early Finish* for preceding tasks becomes the *Early Start* for subsequent tasks. That is, the longest path determines how early subsequent tasks can start.

Following this rule, we can fill in Earliest Start times for each task, as shown in Figure 7-2. This shows that the project will take a total of 165 minutes to complete, if all work is conducted exactly as shown. We have just performed what are called *forward-pass computations* to determine Earliest Finish times for all activities. Computer pro-

**The Earliest Start for a task is the latest Late Finish of preceding tasks. That is, the longest path determines the earliest that a following task can be started.**

Figure 7-2. Diagram with EF times filled in.



grams do exactly the same thing and additionally convert the times to calendar dates, making quick work of the computations.

**RULE:** When two or more activities precede another activity, the earliest time when that activity can be started is the *larger* of the durations of the activities preceding it.

**NOTE:** The time determined for the end or final event is the earliest finish for the project in working time. Once weekends, holidays, and other breaks in the schedule are accounted for, the end *date* may be considerably later than the earliest finish in working time.

### **Backward-Pass Computations**

A backward pass is made through the network to compute the *latest start and latest finish times* for each activity in the network. To do that, we must decide how late the project can finish. By convention, we generally don't want a project to end any later than its earliest possible completion. To stretch it out longer would be inefficient.

We also won't insist (for now) that the project end earlier than the earliest possible finish calculated in the previous steps. If we

want to finish earlier, we will have to redraw the network or shorten some activities (by applying more resources or working more efficiently, for example). For now, we will accept the 165-minute working time and let it be the *Latest Finish* for the project.

If Hauling Away Trash has a Late Finish of 165 minutes and has a duration of forty-five minutes, what is the latest that it could start? Clearly, if we subtract 45 from 165, we have 120 minutes, which is the Latest Start for the task. Proceeding in this manner, we get LS times for Bagging Grass and Bundling Clippings of 90 and 105 minutes, respectively. One of these two numbers must be the LF time for each of the preceding activities. Which one?

Well, assume we try 105 minutes. If we do that, it would say that Bagging Grass could start as late as 105 minutes, since as soon as preceding tasks are finished subsequent tasks can begin. But if we add 30 minutes for Bagging to the 105-minute ES time, we will finish at 135 minutes, which is later than the 120 minutes previously determined, and we will miss the 165-minute end time for the project.

Therefore, when we are doing *backward-pass calculations*, the *Latest Finish* for a preceding task will always be the *smallest* of the *Late Start* times for the subsequent tasks. (A simpler way to say this is: always use the smallest number!)

**RULE:** When two or more activities follow another, the latest time when that (preceding) activity can be achieved is the *smaller* of the times.

Now examine the path in Figure 7-3 that includes activities highlighted by bold lines. Each activity has the same ES/LS and

**When doing backward-pass calculations, always use the smallest number for the LF of previous activities.**

**When an activity has no float, it is called *critical*, since failure to complete work as scheduled will cause the end date to slip.**

EF/LF times. There is no float on this path. By convention, an activity with no float is called *critical*, and a total path with no float is called the *critical path*, which means that if any of the work on this path falls behind schedule, then the end date will slip accordingly. All of the activities that have ES/LS or EF/LF times that differ are said to have float. For example, Trim Weeds has an ES time of fifteen minutes and an LS time of sixty minutes, giving it forty-five minutes of float.

The final network is shown in Figure 7-3. Note that some tasks have the same EF and LF times, as well as the same ES and LS times. These tasks are on the *critical path*. In Figure 7-3, they are shown with bold outlines, to indicate exactly where the critical path lies.

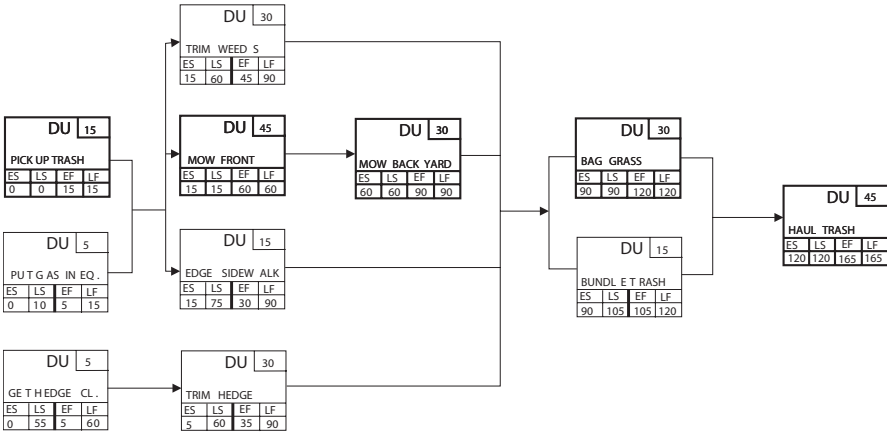
The critical path activities have no latitude. They must be completed as scheduled, or the entire project will take longer than 165 minutes. Knowing where the critical path is tells a manager where his attention must be applied. The other tasks have latitude, which is called *float*. This does not mean that they can be ignored, but they have less chance of delaying the project if they encounter problems. The Edge Sidewalk task, for example, has an ES time of fifteen minutes and an LS time of seventy-five. The difference between the two is sixty minutes, which is the float for the task.

What good is the float? Well, we know we can start the task as late as seventy-five minutes into the job and still finish the project on time. If your son is doing this task, he can watch a sixty-minute television program during that time and still get his Edging task done on time.

Remember, too, that the times are all *estimates*. This means that tasks might take more or less than the scheduled time. So long as they do not take longer than the scheduled time plus the available float time, the job can be completed on time. Critical tasks, which have no float, must be managed in such a way that they take the scheduled time. This is usually done by adjusting the resources (effort) applied, either by assigning more resources or working overtime (increasing resources in either case).

This is not always possible. Applying overtime often increases

Figure 7-3. Diagram showing critical path.



errors, leading to rework, which may mean that you don't get the job done any faster than if you had just worked a normal schedule. Furthermore, there is always a point of diminishing returns when you add *bodies* to a task. At some point, they just get in each other's way, actually slowing work down rather than speeding it. Note that overtime should be kept in reserve in case of problems, so it is never a good idea to schedule a project so that overtime needs to be worked just to meet the original schedule.

Another point of great importance: all members of the project team should be encouraged to keep float times in reserve as insurance against bad estimates or unforeseen problems. People tend to wait until the latest possible start time to start a task; then, when problems occur, they miss the end date. If there is no float left, when the task takes longer than originally planned, it will impact the end

**It is bad practice to schedule a project so that overtime is required to meet the schedule, since if problems are encountered, it may not be possible to work more overtime to solve them.**

date for the entire project, since *once a task runs out of float, it becomes part of the critical path!* In fact, the true meaning of the word *critical* is that there is no float. The task must be done on time.

### Using the Network to Manage the Project

As I have indicated previously, the point of developing a CPM diagram is to use it to *manage* the project. If this is not done, scheduling is simply a worthless exercise. So here are some pointers that I have found helpful in managing my own jobs:

**Once you have used up the float on a task, it becomes part of the critical path.**

- ▶ Try to *stay on schedule*. It is always harder to catch up than to stay on target to begin with.
- ▶ Keep float in reserve in case of unexpected problems or bad estimates.
- ▶ Apply whatever effort is needed to keep critical tasks on schedule. If a task on the critical path can be finished ahead of schedule, *do it!* Then start the next task.
- ▶ Avoid the temptation to perfect everything—that's what the next-generation product or service is all about. Note: I *did not say* it is okay to do the job sloppily or that you shouldn't do your best work. I said don't be tempted to make it *perfect*. By definition, you will never reach perfection.
- ▶ Estimates of task durations are made assuming the application of certain people. If someone else is actually used, you may have to adjust durations accordingly. This is especially true if the person is less skilled than the intended resource.
- ▶ This was stated in chapter 6 but is repeated because of its importance: No task should be scheduled with a duration much greater than four to six weeks. If you do, people tend

to have a false sense of security and put off starting, under the assumption “I can always make up one day.” By the time they start, they often have slipped several days and find that they cannot finish as scheduled. We say that they *back-end load* the task by pushing all the effort toward the back end. If a task has a duration greater than six weeks, it is a good idea to subdivide it, creating an artificial break if necessary. Then review progress at that point. That will help keep it on target.

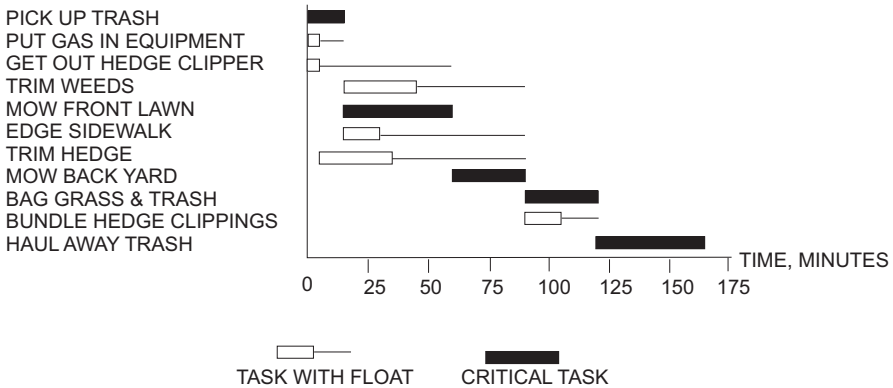
- ▶ If the people doing the work did not develop the network, explain it to them and show them the meaning of float. Don't hide it from them. However, give them a bar chart to work to—it is much easier to read a bar chart than a network diagram. Show them that if they use up float on a given task, then the following tasks may become critical, leaving the people who must do those activities feeling really stressed.
- ▶ It is possible to shorten a task by adding resources, reducing its scope, doing sloppy (poor-quality) work, being more efficient, or changing the process by which the work is done. With the exception of doing sloppy work, all of the methods may be acceptable. A reduction in scope must be negotiated with your customer, of course.
- ▶ Scheduling is done initially on the assumption that you will have the resources you planned on having. If people are shared with other projects, or if you plan to use the same person on several tasks, you may find that you have her overloaded. Modern software generally warns you that you have overloaded your resources and may be able to help you solve the problem.

## Converting Arrow Diagrams to Bar Charts

While an arrow diagram is essential to do a proper analysis of the relationships between the activities in a project, the best *working* tool is the bar chart. The people doing the work will find it much easier to see when they are supposed to start and finish their jobs if you give them a bar chart. The arrow diagram in Figure 7-3 has

been portrayed as a bar chart in Figure 7-4, making use of what was learned about the schedule from the network analysis.

**Figure 7-4. Bar chart schedule for yard project.**



Note that the critical path in the bar chart is shown as solid black bars. Bars with float are drawn hollow with a line trailing to indicate how much float is available. The task can end as late as the point at which the trailing line ends.

This is fairly conventional notation. Scheduling software always allows you to print a bar chart, even though a CPM network is used to find the critical path and to calculate floats. One caution: Many programs display the critical path in red on a color monitor and often color started tasks with green or blue. When these bars are printed on a black-and-white printer, all of them may look black, implying that they are all critical, confusing the people trying to read them. It is usually possible to have the computer display shading or cross-hatching instead of color so that when they are printed in black-and-white, there will be no ambiguity.

## Assigning Resources to Tasks

I have already said that the first step in developing a schedule is to assume that you have unlimited resources, because this is the

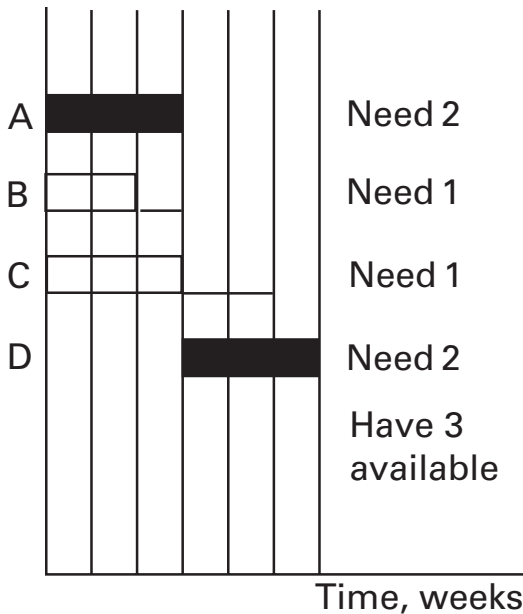


best situation you can ever assume, and if you can't meet your project completion date with an unlimited resource schedule, you may as well know it early. However, once you have determined that the end date can somehow be met, you now must see whether your unlimited resource assumption has overloaded your available resources.

Normally you will find that you have people double- and triple-scheduled, which clearly won't work. These kinds of resource overloads can be resolved only by using computer software, except for very simple schedules. This is where the software really excels, and yet estimates are that only a few percent of all the people who purchase software actually use it to level resources.

Consider the small schedule in Figure 7-5. It contains only four tasks. Two are critical, and two have float. Task A requires two workers if it is to be completed in three weeks, and tasks B

**Figure 7-5. Schedule with resources overloaded.**



and C need one person each. When it comes time to do the project, however, you find that there are only three workers available. How did this happen?

It is possible that no more than three people were ever available, but because you followed the rule to schedule in parallel tasks that could logically be done in parallel, you inevitably overloaded your people. It is also possible that, when the plan was constructed, four workers were available but that one has since been assigned to another job that has priority over yours.

Whatever the reason, this schedule won't work unless something is changed. There are a number of possibilities. There are three areas to examine. You should first see whether any task has enough float to allow it to be delayed until resources become available. In this particular example, it turns out that this is possible. The solution is shown in Figure 7-6.

Of course, this solution is a nice textbook example that just happens to work out. It is never so easy in a real project. Notice that task C has enough float that it can slide over and wait until activity B is finished. But what usually happens is that task C runs out of float before B is completed. Also, assume that task D needs three people, rather than two. As you can see, this complicates the situation considerably. This is shown in Figure 7-7.

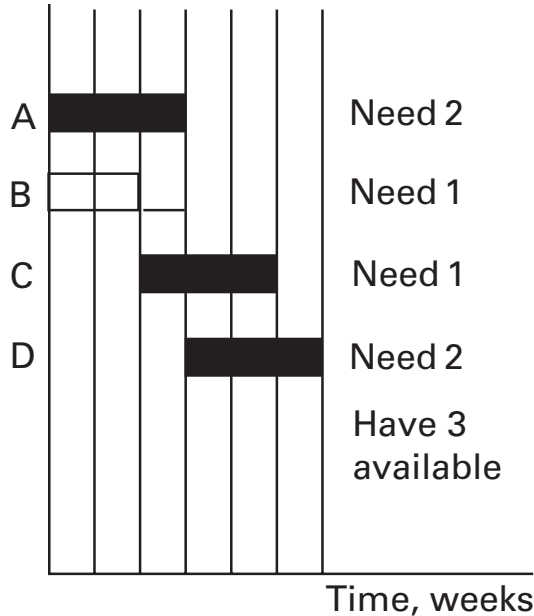
Since this is the typical situation, we must be prepared to handle it. There are two more places to look for help. The first is the functional relationship among the variables:

$$C = f(P, T, S)$$

You should ask whether you can reduce scope, change the time limit, or reduce performance. Usually performance is not negotiable, but the others may be. For example, sometimes you can reduce scope, and the project deliverable will still be acceptable to the client. Of course, if you can get another person for a short time, you won't have to consider reducing scope or performance. So you go shopping.

You ask the manager who "owns" the resources whether she can provide another person. She says sadly that she cannot and

**Figure 7-6. Schedule using float to level resources.**



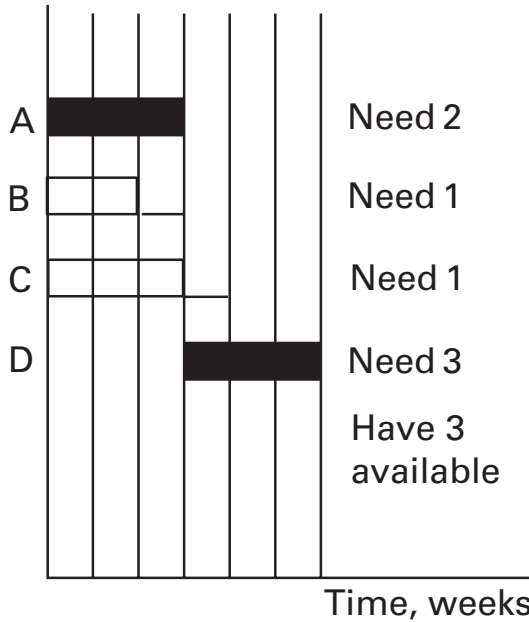
that she was even considering trying to take back another of the three she has already given you. Somehow you convince her not to do this. You then ask the project sponsor if it is okay to reduce scope. It is not.

It is also not okay to reduce performance. Nor can you find a contract employee in time to do the job. You are between a rock and a hard place. So you now ask whether there is another *process* that could be used to do the work. For example, if you can spray paint a wall instead of using a roller, it may go much faster.

Suppose you try this and again you come up empty-handed. You decide the only thing left to do is resign your job. You never really wanted to be a project manager, anyway. But wait. Perhaps there is something else you can do.

Think back to what I said earlier. You use up all the float on C, and it is now a critical-path task. When you tell your software to level resources, it wants to know whether you want to schedule

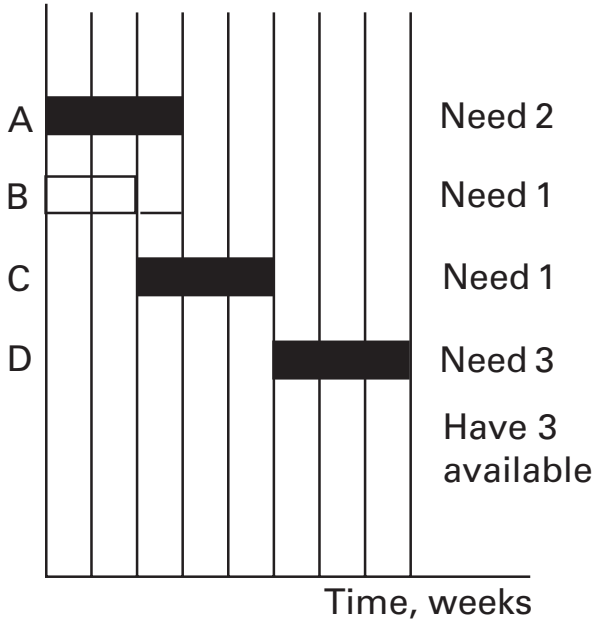
**Figure 7-7. Schedule with inadequate float on C to permit leveling.**



within the available float (or slack, as it is also called). If you say yes, as soon as a task runs out of float, it won't move over any further. This is also called *time-critical* resource leveling, because time is of the essence for your project. (It always is!)

However, suppose you answer “no” to the question, “Do you want to level within the available slack?” In this case, you are telling the software to continue sliding tasks over until resources become available, even if it means slipping the end date. (This is called *resource-critical* leveling.) When you try this with our example schedule, you arrive at the solution shown in Figure 7-8. Not bad, unless you can't live with the slip.

In fact, sometimes the slip is so bad that it seems almost ridiculous. Your project was originally going to end in December of the current year. Now the software says it is so starved for resources that it will end in the year 2013! Ridiculous! What good is a schedule that goes out that far?

**Figure 7-8. Schedule under resource-critical conditions.**

It can be used to bring the issue to everyone's attention. It shows the impact of inadequate resources and forces a trade-off as described earlier—that is, if everyone believes your schedule in the first place. I have just had an experience with a fellow who said that he didn't believe the schedules in the first place, because he thought they were always unrealistic, so an unrealistic schedule subjected to fancy calculations didn't prove anything to him.

I'm sure that's true. However, if people are willing to accept the limitations of what we are doing when we plan a project, this is at least a way of showing the limitations you face. Everyone must understand that estimating is *guessing*, as is true of market and weather forecasting, neither of which has a stellar record. Moreover, all activities are subject to variation, as I have pointed out. If people don't understand this, then I suggest you turn in your project manager's hat for a better job.

## Resource Availability

A major factor in dealing with resource allocation is the availability of each person to do project work. One guideline that industrial engineers follow is that no person is available to work more than 80 percent of the time. Considering an eight-hour day, that means 6.4 hours a day available for work, and prudence says to just make it six hours. The 20 percent lost availability goes to three factors called PFD. P means personal—every individual must take breaks. F is for fatigue—you lose productive time as people get tired. And D means delays—people lose time waiting for inputs from others, supplies, or instructions on what to do.

Experience shows, however, that the only people who are available to work even 80 percent of the time are those whose jobs tie them to their workstations. This is true for factory workers and others who do routine jobs like processing insurance claims (and even these people move around). With knowledge workers, you never get 80 percent of a day in productive work. The figure is usually closer to 50 percent, and it may be lower! One company that I know of did a time study in which people logged their time every hour for two weeks, and they found that project work accounted for only 25 percent of their time. The rest went to meetings, nonproject work that had to be done, old jobs that were finished long ago but came back to the person who originally worked on them, work on budgets for the next year, customer support, and on and on.

Most software programs allow you to specify the number of *working hours* needed for a task and the percentage of a day that a person will work on the task; the software then translates that into calendar time. So, as an example, if a person is working on your project only half time and the task she is doing is supposed to take twenty hours of actual working time, then it will be a week (or more) before she finishes it.

It is especially important that you know the availability of people to do project work, or you will produce schedules that are worse than useless. I say worse, because they will be mislead-

ingly short, and they will wreak havoc with your organization. Do a time study to determine the number, then use it. And if people don't like the fact that a lot of time is being lost to nonproject activities, then correct the problem by removing those disruptive activities.

The usual solution is that people must work overtime to get their project work done, because of all the disruptions that occur during the day. The problem is that studies have found that overtime has a very negative impact on productivity. So it is a losing battle. Short-term overtime is fine, but long spans just get organizations into trouble.

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### Key Points to Remember

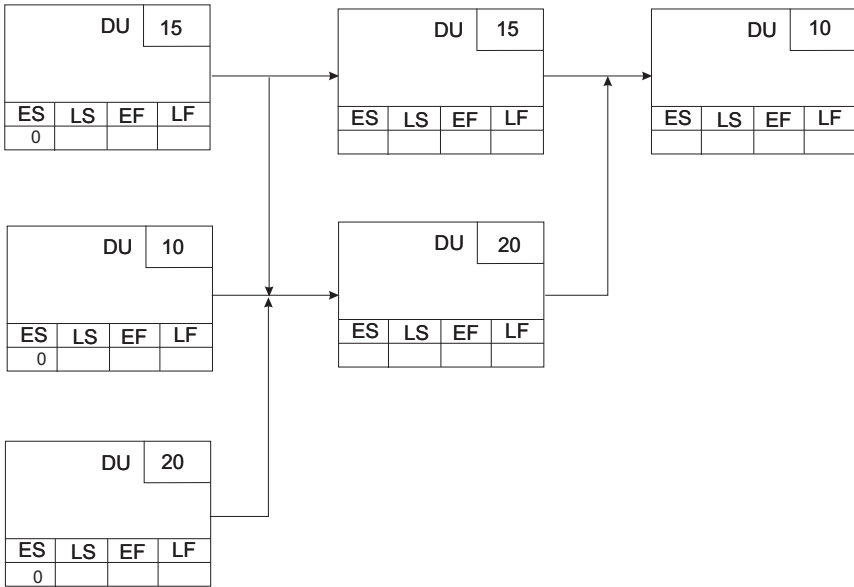
- ▶ You should ignore resource limitations when you begin developing a schedule. If two tasks can logically be done in parallel, draw them that way.
  - ▶ The critical path is the one that is longest and has no float. Note that you can have a project with a longest path that is not critical because it has float.
  - ▶ Nobody is available to do productive work more than 80 percent of a workday. You lose 20 percent to personal time, fatigue, and delays.
- .....

## Exercise

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For the network in Figure 7-9, calculate the early and late times and the float available on noncritical activities. Which activities form the critical path? Answers are in the Answers section at the back of the book.

Figure 7-9. Network for exercise.





# Project Control and Evaluation

Every step taken up to now has been for one purpose—to achieve control of the project. This is what is expected of a project manager—that organization resources be managed in such a way that critical results are achieved.

However, there are two connotations to the word *control*, and it is important that we use the one that is appropriate in today's world. One meaning of *control* is that of domination, power, command. We control people and things through the use of that power. When we say "Jump," people ask, "How high?" At least they used to. It doesn't work that well today.

I have previously discussed the fact that project managers often have a lot of responsibility but little authority. Let's examine that and see whether it is really a problem.

I have asked several corporate officers (presidents and vice presidents), "Since you have a lot of authority, does that authority guarantee that people will do what you want done?"

Uniformly, they answer, "No."

"What *does* get them to do what you want done?"

"Well, in the end analysis, they have to want to do it," they say.

"Then what does your authority do for you?" I ask.

“Well, it gives me the right to exercise sanctions over them, but that’s all.”

So we find that having authority is no guarantee that you will be able to get people to do your bidding. In the end, you have to get them to do it willingly, and that says you have to understand the motivations of people so that you can *influence* them to do what needs to be done.

A second kind of authority has to do with taking actions unilaterally—that is, without having to get permission first. In this sense of the word, we *do* have a lot of organizational problems. I meet project managers who have project budgets in the millions of dollars (as much as \$35 million in one case), yet who must have *all* expenditures approved. If a project plan and budget have been approved before the work was started, and if the project manager is spending within the approved limits of the plan, why should she have to get more signatures for approved expenditures? Only if a deviation from the plan is going to result should more signatures be needed, and then the plan should be revised to reflect those changes.

Consider the messages being sent to these managers. On the one hand, they are being told, “We trust you to administer \$35 million of our money.” On the other hand, they are told, “But when you spend it, you must have every expenditure approved by someone of higher authority.” One is a positive message: We trust you. The other is negative. Which do you think comes through loud and clear? You bet! The negative.

Interestingly, we complain that people in organizations won’t take more responsibility for themselves; then we treat them as though they are irresponsible and wonder why they don’t behave responsibly!

**There are two kinds of authority: One is power over people, and the other is the ability to make decisions and to act unilaterally.**

**A negative message always takes priority over a positive one.**

The first meaning of control has a power connotation. Another meaning is summed up by the highlighted definition. This definition was introduced in an earlier chapter. Control is the act of comparing progress to plan so that corrective action can be taken when a deviation from planned performance occurs. This definition implies the use of *information* as the primary ingredient of control, rather than power. Thus, we talk about management information systems, and, indeed, these are the essence of what is needed to achieve control in projects.

**control: to compare progress against plan so that corrective action can be taken when a deviation occurs**

Unfortunately, many organizations have management information systems that are good for tracking inventory, sales, and manufacturing labor but not for tracking projects. Where such systems are not in place, you will have to track progress manually.

## Achieving Team Member Self-Control

Ultimately, the only way to control a project is for every member of the project team to be in control of his or her own work. A project manager can achieve control at the *macro* level only if it is achieved at the *micro* level. However, this does not mean that you should practice micro-managing! It actually means that you should set up conditions under which every team member can achieve control of his or her own efforts.

To do this requires five basic conditions. These are shown separately. To achieve self-control, team members need:

- ▶ A clear definition of what they are supposed to be doing, with the purpose stated.
- ▶ A personal plan for how to do the required work.

- ▶ Skills and resources adequate to the task.
- ▶ Feedback on progress that comes directly from the work itself.
- ▶ A clear definition of their authority to take corrective action when there is a deviation from plan (and it cannot be zero!).

The first requirement is that every team member be clear about what her objective is. Note the difference between tasks and objectives, which was discussed in chapter 4. State the objective and explain to the person (if necessary) what the *purpose* of the objective is. This allows the individual to pursue the objective in her own way.

The second requirement is for every team member to have a personal plan on how to do the required work. Remember, if you have no plan, you have no control. This must apply at the individual as well as at the overall project level.

The third requirement is that the person have the skills and resources needed for the job. The need for resources is obvious, but this condition suggests that the person may have to be given training if she is lacking necessary skills. Certainly, when no employee is available with the required skills, it may be necessary to have team members trained.

The fourth requirement is that the person receive feedback on performance that goes directly to her. If such feedback goes through some roundabout way, she cannot exercise self-control. To make this clear, if a team member is building a wall, she can measure the height of the wall, compare it to the planned performance, and know whether she is on track.

The fifth condition is that the individual must have a clear definition of her authority to take corrective action when there is a deviation from plan, and it must be greater than zero authority! If she has to ask the project manager what to do every time a deviation occurs, the project manager is still controlling. Furthermore, if many people have to seek approval for every minor action, this puts a real burden on the project manager.

## Characteristics of a Project Control System

The control system must focus on project objectives, with the aim of ensuring that the project mission is achieved. To do that, the control system should be designed with these questions in mind:

- ▶ What is important to the organization?
- ▶ What are we attempting to do?
- ▶ Which aspects of the work are most important to track and control?
- ▶ What are the critical points in the process at which controls should be placed?

Control should be exercised over what is important. On the other hand, what is controlled tends to become important. Thus, if budgets and schedules are emphasized to the exclusion of quality, only those will be controlled. The project may well come in on time and within budget, but at the expense of quality. Project managers must monitor performance carefully to ensure that quality does not suffer.

## Taking Corrective Action

A control system should focus on response—if control data do not result in action, then the system is ineffective. That is, if a control system does not use deviation data to *initiate corrective action*, it is not really a control system but simply a monitoring system. If you are driving and realize that you have somehow gotten on the wrong road but do nothing to get back on the right road, you are not exercising control.

One caution here, though. I once knew a manager whose response to a deviation was to go into the panic mode and begin micro-managing. He then got in the way of people trying to solve the problem and actually slowed them down. Had he left them alone, they would have solved their problem much faster.

## Timeliness of Response

The response to control data must be timely. If action occurs too late, it will be ineffective. This is frequently a serious problem. Data on project status are sometimes delayed by four to six weeks, making them useless as a basis for taking corrective action. Ideally, information on project status should be available on a *real-time* basis. In most cases, that is not possible. For many projects, status reports that are prepared weekly are adequate.

Ultimately, you want to find out how many hours people *actually* work on your project and compare that figure to what was *planned* for them. This means that you want accurate data. In some cases, people fill out weekly time reports without having written down their working times daily. That results in a bunch of fiction, since most of us cannot remember with any accuracy what we did a week ago.

As difficult as it may be to do, you need to get people to record their working times daily so that the data will mean something when you collect them. What's in it for them? Perhaps nothing. Perhaps future estimates will be better as a result of collecting accurate information on this project. In any case, you need accurate data, or you may as well not waste your time collecting them.

When information collection is delayed for too long, the manager may end up making things worse, instead of better. Lags in feedback systems are a favorite topic for systems theorists. The government's attempts to control recessions and inflation sometimes involve long delays, as a result of which the government winds up doing the exact opposite of what should have been done, thereby making the economic situation worse.

There is one point about control that is important to note. If every member of the project team is practicing proper control

**When people fill out time reports weekly, without writing down what they did daily, they are making up fiction. Such made-up data are almost worse than no data at all.**

methods, then reports that are prepared weekly are just checks and balances. This is the desired condition.

## Designing the Right System

One system is not likely to be correct for all projects. It may need to be scaled down for small projects and beefed up for large ones. Generally, a control system adequate for a large project will overwhelm a small one with paperwork, while one that is good for small projects won't have enough "clout" for a big project.

### *Practicing the KISS Principle*

KISS stands for "Keep it simple, stupid!" The smallest control effort that achieves the desired result should be used. Any control data that are not essential should be eliminated. However, as was just mentioned, one common mistake is to try to control complex projects with systems that are *too simple!*

To keep control simple, it is a good idea to check periodically that reports that are generated are actually being used for something by the people who receive them. We sometimes create reports because we believe the information in them should be useful to others, but if the recipients don't actually use it, we kid ourselves. To test this point, send a memo with each report telling people to let you know whether they want to receive future reports; if you do not hear from them, their names will be removed from the distribution. You may be surprised to find that *no one* uses some of your reports. Those reports should be dropped completely.

**No problem is so big or so complicated that it can't be run away from.**

—Charlie Brown (Charles Schultz, *Peanuts*)

## Project Review Meetings

There are two aspects to project control. One can be called maintenance, and the other aims at improvement of performance. The maintenance review just tries to keep the project on track. The

improvement review tries to help project teams improve performance. Three kinds of reviews are routinely conducted to achieve these purposes. They are:

- ▶ Status reviews
- ▶ Process or lessons-learned reviews
- ▶ Design reviews

Everyone should do status and process reviews. Design reviews, of course, are appropriate only if you are designing hardware, software, or some sort of campaign, such as a marketing campaign.

A status review is aimed at maintenance. It asks where the project stands on the PCTS measures that we have used throughout this book. Only if you know the value of all four of these can you be sure where you are. This is the subject of the next chapter.

Process means the way something is done, and you can be sure that process always affects task performance. That is, *how* something is done affects the outcome. For that reason, process improvement is the work of every manager. How this is done is covered in the next section.

## Project Evaluation

As the dictionary definition says, to evaluate a project is to attempt to determine whether the overall status of the work is acceptable, in terms of intended value to the client once the job is finished. Project evaluation appraises the progress and performance of a job compared to what was originally planned. That evaluation provides the basis for management decisions on how to proceed with the project. The evaluation must be credible in the eyes of everyone affected, or decisions based on it will not be considered

**e•val•u•ate: to  
determine or judge  
the value or worth of**

—*The Random House  
Dictionary*



valid. The primary tool for project evaluation is the *project process review*, which is usually conducted at major milestones throughout the life of the project.

## Purposes of Project Evaluation

Sports teams that practice without reviewing performance may get really *good* at playing very *badly*. That is why they review game films—to see where they need to improve. In other words, the purpose of a review is to learn lessons that can help the team to avoid doing things that cause undesired outcomes and to continue those that help. The review should be called a *lessons-learned* or *process review*.

I have deliberately avoided the word *audit*, because nobody likes to be audited. Historically, an audit has been designed to catch people doing things they shouldn't have done so that they can be penalized in some way. If you go around auditing people, you can be sure they will hide from you anything they don't want you to know, and it is those very things that could help the company learn and grow.

As Dr. W. Edwards Deming has pointed out in his book, *Out of the Crisis*, there are two kinds of organizations in this world today—those that are getting better and those that are dying. An organization that stands still is dying. It just doesn't know it yet.

The reason? The competition is not sitting by idly. It is doing new things, some of which may be better than yours. If you aren't improving, you will be passed by, and soon you won't have a market.

The same is true of every part of an organization. You can't suboptimize, improving just manufacturing. You have to improve every department, and that includes how you run projects.

In fact, good project management can give you a real competitive advantage, especially in product development. If you are sloppy in managing your projects, you don't have good control of development

**Good management of projects can give you a competitive advantage.**

costs. That means that you have to either sell a lot of product or charge large margins to cover your development costs so that the project is worth doing in the first place. If you can't sell a lot of widgets, then you have to charge the large margin.

If your competitor, on the other hand, has good cost control, it can charge smaller margins and still be sure that it recovers its investment and makes money. Thus, it has a competitive advantage over you because of its better *control* of project work.

Additionally, in order to learn, people require feedback, like that gained by a team from reviewing game films. The last phase of a project should be a final process review, conducted so that the management of projects can be improved. However, such a process review should not be conducted only at the end of the project. Rather, process reviews should be done at major milestones in the project or every three months, whichever comes first, so that learning can take place as the job progresses. Furthermore, if a project is getting into serious trouble, the process review should reveal the difficulty so that a decision can be made to continue or terminate the work.

***In order to learn, we must have feedback. Furthermore, we tend to learn more from mistakes than from successes, painful though that may be to admit.***

Following are some of the general reasons for conducting periodic project process reviews. You should be able to:

- ▶ Improve project performance together with the management of the project.
- ▶ Ensure that quality of project work does not take a back seat to schedule and cost concerns.
- ▶ Reveal developing problems early so that action can be taken to deal with them.
- ▶ Identify areas where other projects (current or future) should be managed differently.

- ▶ Keep client(s) informed of project status. This can also help ensure that the completed project will meet the needs of the client.
- ▶ Reaffirm the organization's commitment to the project for the benefit of project team members.

## Conducting the Project Process Review

Ideally, a project process review should be conducted by an independent examiner, who can remain objective in the assessment of information. However, the process review must be conducted in a spirit of learning, rather than in a climate of blame and punishment. If people are afraid that they will be “strung up” for problems, then they will hide those problems if at all possible.

Even so, openness is hard to achieve. In many organizations, the climate has been punitive for so long that people are reluctant to reveal any less-than-perfect aspects of project performance. Dr. Chris Argyris, in his book, *Overcoming Organizational Defenses*, has described the processes by which organizations continue ineffective practices. All of them are intended to help individuals “save face” or avoid embarrassment. In the end, they also prevent organizational learning.

Two questions should be asked in the review. The first is, “What have we done well so far?” and the second is, “What do we want to improve (or do better) in the future?” Notice that I am not asking, “What have we done badly?” That question serves only to make everyone defensive, because they assume that you will punish them for things done wrong. Furthermore, there is always the possibility that nothing has been done wrong, but there is always room to improve.

Finally, the results of the review should be published. Otherwise, the only people in the organization who can take advantage of it are the members of the team just reviewed. If other teams

**Process reviews conducted as witch-hunts will produce witches.**

know what was learned, then they can benefit from that information. In the next section, we look at what the report should contain.

## The Process Review Report

A company may decide to conduct process reviews in varying degrees of thoroughness, from totally comprehensive, to partial, to less formal and cursory. A formal, comprehensive process review should be followed by a report. The report should contain as a minimum the following:

- ▶ *Current project status.* The best way to do this is to use earned value analysis, as presented in the following chapter. However, when earned value analysis is not used, status should still be reported with as great accuracy as possible.
- ▶ *Future status.* This is a forecast of what is expected to happen in the project. Are significant deviations expected in schedule, cost, performance, or scope? If so, the report should specify the nature of the changes.
- ▶ *Status of critical tasks.* The report should describe the status of critical tasks, particularly those on the critical path. Tasks that have high levels of technical risk should be given special attention, as should those being performed by outside vendors or subcontractors, over which the project manager may have limited control.
- ▶ *Risk assessment.* The report should mention any identified risks that could lead to monetary loss, project failure, or other liabilities.
- ▶ *Information relevant to other projects.* The report should describe what has been learned from this process review that can/should be applied to other projects, whether in progress or about to start.
- ▶ *Limitations of the process review.* The report should mention any factors that may limit the validity of the process

review. Are any assumptions suspect? Are any data missing or perhaps contaminated? Was anyone uncooperative in providing information for the process review?

As a general comment, the simpler and more straightforward a project process review report, the better. The information should be organized so that planned versus actual results can be easily compared. Significant deviations should be highlighted and explained.

.....

### Key Points to Remember

- ▶ The meaning of control that is important to project managers is the one implying the use of information; comparing progress to plan so that action can be taken to correct for deviations from plan.
  - ▶ The only way a project is really in control is if all team members are in control of their own work.
  - ▶ The effort used to control a project should be worthwhile. You don't want to spend \$100 to purchase a \$3 battery, for example.
  - ▶ If you take no action in response to a deviation, you have a *monitoring* system, not a control system.
  - ▶ Project working times must be recorded daily. If people wait a week to capture what they have done, they rely on memory and end up writing down *estimates* of what they did. Such data are no good for future estimating.
  - ▶ Project evaluation is done to determine whether a project should continue or be canceled. Process reviews also should help the team learn in order to improve performance.
- .....

# Project Control Using Earned Value Analysis

Control is exercised to achieve project objectives, and we know that there are performance, cost, time, and scope targets that are always important. Furthermore, we have seen that control is exercised by comparing performance to plan and, when deviations or *variances* occur, taking corrective action to bring performance back on target.

As I said in chapter 7, the review that is concerned with maintenance or straightforward project control is the *status* review. This review asks where the project is in terms of all four PCTS variables. Each time progress is reviewed, you must ask these three questions:

1. Where are we (in terms of PCTS)?
2. When there is a deviation, what caused it?
3. What should be done about the deviation?

Note that there are only four actions that can be taken (in response to question 3). These are:

1. Cancel the project.
2. Ignore the deviation.
3. Take corrective action to get back onto the planned progress.
4. Revise the plan to reflect a change in status that can't be corrected.

Sometimes a project gets so far off track that it is no longer viable, and the best thing to do is to cancel it. Of course, this step is not taken lightly, but it should be taken in cases where you are just going to throw good money after bad. Cut your losses and get on with something better.

As for ignoring a deviation, if you can control to within a certain percentage tolerance and you are within those limits, you should usually ignore a deviation unless it shows a trend that will definitely eventually take it outside the limits. Otherwise, tweaking may just make the situation worse.

As for taking corrective action, there is no way to tell what this means, as it is specific to each project. Sometimes working people overtime gets a project back on track. Or perhaps you need to add people, or cut scope, or change the process. You must determine what must be done for your project.

In the event that the project is still viable but nothing can be done to get it back on track, you may have to revise the plan. Of course, you can also consider working overtime or reducing scope, since these were not originally called for. What I am really referring to here, however, is a situation in which you cannot recover, and you are revising the plan to show that the costs will increase, the deadline will slip, or some other change to the plan will occur.

**Another day,  
another zero.**

—Alfalfa (Carl Switzer)  
*Our Gang comedy series*

## Measuring Progress

One of the hardest things to do in managing projects is to actually *measure* progress. When you are following a road map, you monitor the road signs and see whether they agree with your planned route. In well-defined jobs, such as construction projects, it is generally fairly easy to tell where you are. You can measure the height of a brick wall or see whether all the conduit is installed, and so on. That is, you can tell where you are when a part of the work is actually *finished*. When work is poorly defined, and it is only partially complete, however, you have to *estimate* where you are.

This is especially true of knowledge work—work done with one’s head, rather than one’s hands. If you are writing software code, designing something, or writing a book, it can be very hard to judge how far along you are and how much you have left to do.

Naturally, if you can’t tell where you are, you can’t exercise control. And note that use of the word *estimate* in measuring progress. What exactly is an estimate?

It’s a guess.

And so we are guessing about where we are.

Yes. We’ll know where we are when we get there. Until we actually arrive, we’re guessing.

Does this not sound like something from *Alice in Wonderland*? Heavens.

What was that definition of control again? Let’s see—compare where you are . . .

How do you know where you are?

We’re guessing.

. . . against where you are supposed to be. . . .

How do you know where you’re supposed to be?

Oh, that’s much easier. The plan tells us.

But where did the plan come from?

It was an estimate, too.

Oh. So if one guess doesn’t agree with the other guess, we’re



supposed to take corrective action to make the two of them agree, is that it?

That's what this guy Jim Lewis says in his book.

Must be a book on witchcraft and magic.

Well, since it is impossible to know for sure where we are, then perhaps we should just give up on the whole thing and keep running projects by the seat of the pants. Right?

Wrong.

The fact that measures of progress are not very accurate does not justify the conclusion that they shouldn't be used. Remember, if you have no plan, you have no control, and if you don't try to monitor and follow the plan, you definitely don't have control. And if you have no control, there is no semblance of managing. You're just flailing around.

What is important to note, however, is that some projects are capable of tighter control than others. Well-defined work, which can be accurately measured, can be controlled to tight tolerances. Work that is more nebulous (e.g., knowledge work) has to allow larger tolerances. Management must recognize this and accept it. Otherwise, you go crazy trying to achieve 3 percent tolerances. It's like trying to push a noodle into a straight line or nail jelly to a wall.

**The difficulty of measuring progress does not justify the conclusion that it shouldn't be done. You cannot have control unless you measure progress.**

## Measuring Project Performance/Quality

If you think measuring progress is hard, try measuring quality. Were the bolts holding the steel beams together put in properly? Are all the welds sound? How do you tell?

This is the hardest variable to track, and one that often suffers as a consequence. Also, so much attention tends to be focused on cost and schedule performance that quality of the work is often sacrificed. This can be a disaster, in some cases resulting in the fil-

ing of lawsuits against a company for damages that result from poor quality.

Project managers must pay special attention to the quality variable, in spite of the difficulty of tracking it.

## Earned Value Analysis

It is one thing to meet a project deadline at any cost. It is another to do it for a *reasonable* cost. Project cost control is concerned with ensuring that projects stay within their budgets, while getting the work done on time and at the correct quality.

One system for doing this, called *earned value analysis*, was developed in the 1960s to allow the government to decide whether a contractor should receive a progress payment for work done. The method is finally coming into its own outside government projects, and it is considered the correct way to monitor and control almost any project. The method is also called simply *variance analysis*.

Variance analysis allows the project manager to determine trouble spots in the project and to take corrective action. The following definitions are useful in understanding the analysis:

- ▶ *Cost variance*: Compares deviations and performed work.
- ▶ *Schedule variance*: Compares planned and actual work completed.
- ▶ *BCWS*: (Budgeted cost of work scheduled): The budgeted cost of work scheduled to be done in a given time period, or the level of effort that is supposed to be performed in that period.
- ▶ *BCWP*: (Budgeted cost of work performed): The budgeted cost of work actually performed in a given period, or the bud-

**Work quality is most likely to be sacrificed when deadlines are tight. Constant attention is required to avoid this tendency.**

geted level of effort actually expended. BCWP is also called *earned value* and is a measure of the dollar value of the work actually accomplished in the period being monitored.

- ▶ **ACWP:** (Actual cost of work performed): The amount of money (or effort) actually spent in completing work in a given period.

Variance thresholds can be established that define the level at which reports must be sent to various levels of management within an organization.

$$\begin{aligned}\text{Cost Variance} &= \text{BCWP} - \text{ACWP} \\ \text{Schedule Variance} &= \text{BCWP} - \text{BCWS} \\ \text{Variance: Any deviation from plan}\end{aligned}$$

By combining cost and schedule variances, an integrated cost/schedule reporting system can be developed.

## Variance Analysis Using Spending Curves

Variances are often plotted using spending curves. A BCWS curve for a project is presented in Figure 9-1. It shows the *cumulative spending* planned for a project and is sometimes called a *baseline plan*.

In the event that software is not available to provide the necessary data, Figure 9-2 shows how data for the curve are generated. Consider a simple bar chart schedule. Only three tasks are involved. Task A involves forty labor-hours per week at an average loaded labor rate of \$20 per hour, so that task costs \$800 per week. Task B involves 100 hours per week of labor at \$30 per hour, so it costs \$3,000 per week. Finally, task C spends \$2,400 per week, assuming sixty hours per week of labor at \$40 per hour.

At the bottom of the chart we see that during the first week \$800 is spent for project labor; in the second week both tasks A and B are running, so the labor expenditure is \$3,800. In the third week, all three tasks are running, so labor expenditure is the sum of the three, or \$6,200. These are the *weekly* expenditures.

Figure 9-1. BCWS curve.

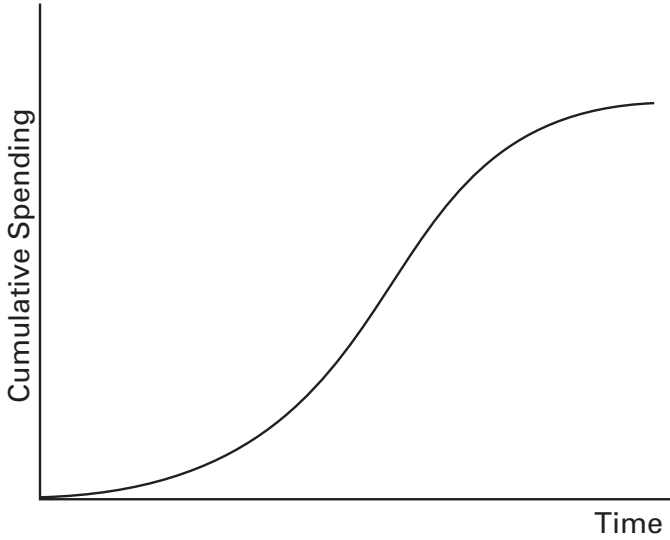


Figure 9-2. Bar chart schedule illustrating cumulative spending.

		(40 Hrs/Wk)(20 \$/Hr) = \$800/Wk							
Task A		(100 Hrs/Wk)(30 \$/Hr) = \$3,000/Wk							
Task B		(60 Hrs/Wk)(40 \$/Hr) = \$2,400/Wk							
Task C									
Weekly Spending	800	3,800	6,200	5,400	5,400	2,400	2,400		
Cumulative Spending	800	4,600	10,800	16,200	21,600	24,000	26,400	28,800	

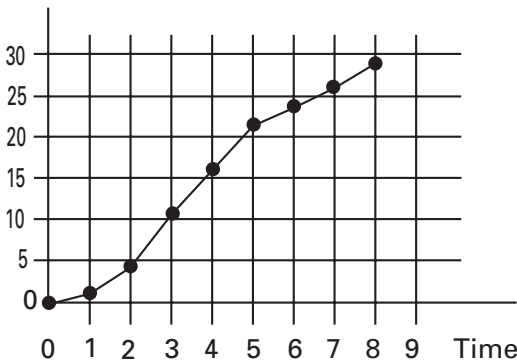
The *cumulative* expenditures are calculated by adding the cost for each subsequent week to the previous cumulative total. These cumulative amounts are plotted in Figure 9-3. This is the spending curve for the project and is called a BCWS curve. Since it is derived directly from the schedule, it represents *planned performance* and therefore is called a *baseline plan*. Furthermore, since control is exercised by comparing progress to plan, this curve can be used as the basis for such comparisons so that the project manager can tell the status of the program. The next section presents examples of how such assessments are made.

### **Examples of Progress Tracking Using Spending Curves**

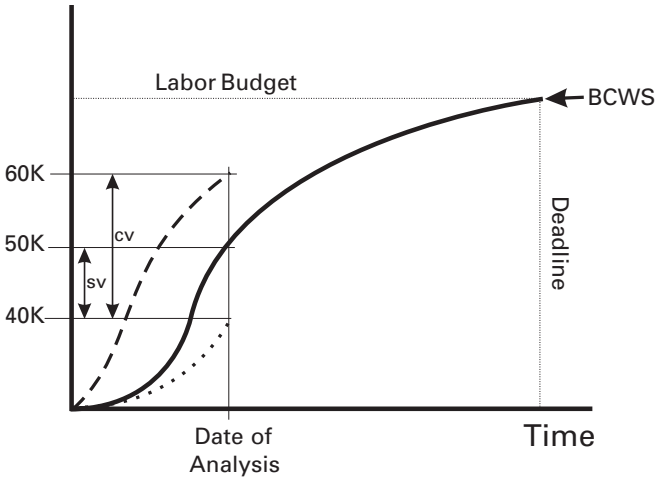
Consider the curves shown in Figure 9-4. On a given date, the project is supposed to have involved \$40,000 (40K) in labor (BCWS). The actual cost of the work performed (ACWP) is 60K. These figures are usually obtained from Accounting and are derived from all the time cards that have reported labor applied to the project. Finally, the budgeted cost of work performed (BCWP) is 40K. Under these conditions, the project would be behind schedule and overspent.

Figure 9-5 illustrates another scenario. The BCWP and the ACWP curves both fall at the same point, 60K. This means that the project is ahead of schedule but spending correctly for the amount of work done.

**Figure 9-3. Cumulative spending for the sample bar chart.**

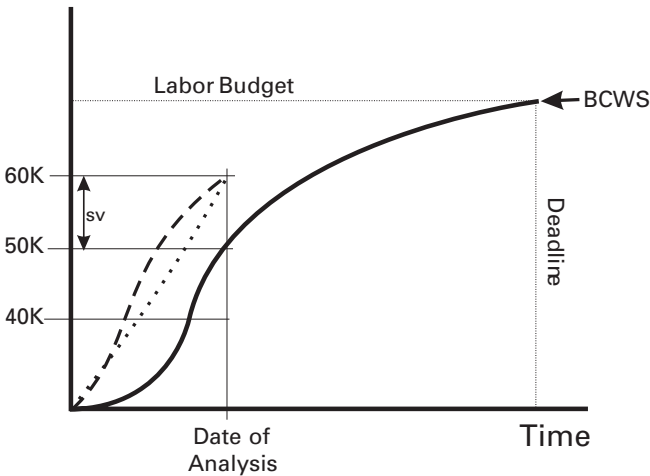


**Figure 9-4. Plot showing project behind schedule and overspent.**



cv = cost variance      - - - - - ACWP  
 sv = schedule variance      . . . . . BCWP

**Figure 9-5. Project ahead of schedule, spending correctly.**



cv = cost variance      - - - - - ACWP  
 sv = schedule variance      . . . . . BCWP

The next set of curves illustrates another status. In Figure 9-6, the BCWP and the ACWP curves are both at 40K. This means the project is behind schedule and under budget. However, because the manager spent 40K and got 40K of value for it, spending is correct for what has been done. There is a *schedule variance*, but not a spending variance.

Figure 9-7 looks like Figure 9-4, except that the ACWP and the BCWP curves have been reversed. Now the project is ahead of schedule and underspent.

### Variance Analysis Using Hours Only

In some organizations, project managers are held accountable not for costs but only for the hours actually worked on the project and for the work actually accomplished. In this case, the same analysis can be conducted by stripping the dollars off the figures. This results in the following:

- ▶ BCWS becomes Total Planned (or Scheduled) Hours
- ▶ BCWP becomes Earned Hours (Scheduled hours × % work accomplished)
- ▶ ACWP becomes Actual Hours Worked

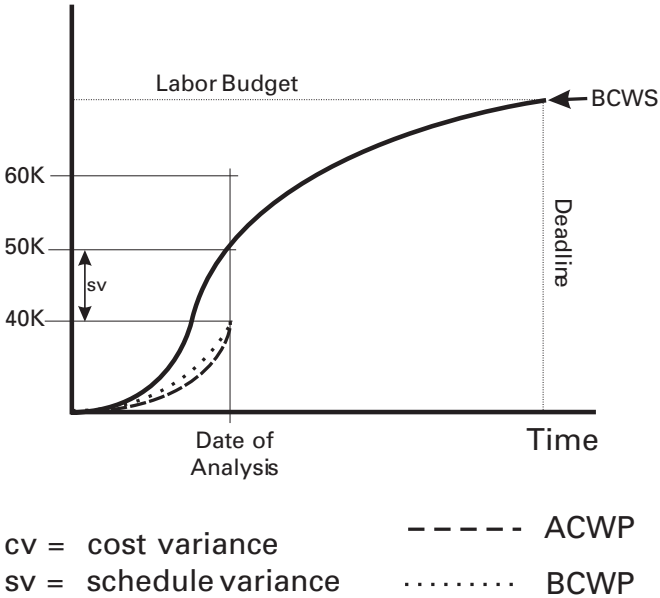
Using hours only, the formulas become:

$$\text{Schedule Variance} = \text{BCWP} - \text{BCWS} = \\ \text{Earned Hours} - \text{Planned Hours}$$

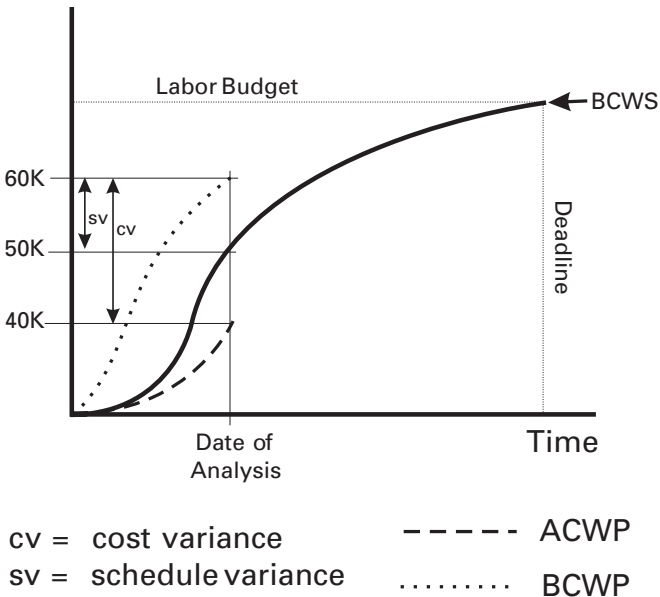
$$\text{Labor Variance} = \text{BCWP} - \text{ACWP} = \\ \text{Earned Hours} - \text{Actual Hours Worked}$$

Tracking hours-only does lead to one loss of sensitivity. ACWP is actually the composite of a labor rate variance times a labor-hours variance. When only labor-hours are tracked, you have no warning that labor rates might cause a project budget problem. Nevertheless, this method does simplify the analysis and presumably tracks the project manager only on what she can control.

**Figure 9-6. Project is behind schedule but spending correctly.**



**Figure 9-7. Project is ahead of schedule and underspent.**





## Responding to Variances

It is not enough to simply detect a variance. The next step is to understand what it means and what caused it. Then you have to decide what to do to correct for the deviation. Earlier I explained that there are four responses that can be taken when there is a deviation from plan. Which of these you choose will depend in part on what caused the deviation. Following are some general guidelines:

▶ When ACWP and BCWP are almost equal and larger than BCWS (see Figure 9-5), it usually means that extra resources have been applied to the project, but at the labor rates originally anticipated. This can happen in several ways. Perhaps you planned for weather delays, but the weather has been good and you have gotten more work done during the analysis period than intended, but at the correct cost. Thus, you are ahead of schedule but spending correctly.

▶ When ACWP and BCWP are nearly equal and below BCWS (see Figure 9-6), it usually means the opposite of the previous situation; that is, you have not applied enough resources. Perhaps they were stolen from you, perhaps it has rained more than you expected, or perhaps everyone has decided to take a vacation at once. The problem with being in this position is that it usually results in an overspend when you try to catch up.

▶ When ACWP is below BCWS and BCWP is above BCWS (see Figure 9-7), you are ahead of schedule and underspent. This generally happens because the original estimate was too conservative (probably padded for safety). Another possibility is that you had a lucky break. You thought the work would be harder than it was, so you were able to get ahead. Sometimes it happens because people were much more efficient than expected. The problem with this variance is that it ties up resources that could be used on other projects. The economists call this an *opportunity cost*. There is also a good chance that if you were consistently padding estimates and were bidding against other companies on projects, you probably lost

some bids. If your competitor is using average values for time estimates while you are padding yours, then your figures are likely to be higher, and you will lose the bid.

## Acceptable Variances

What are acceptable variances? The only answer that can be given to this question is, “It all depends.” If you are doing a well-defined construction job, the variances can be in the range of  $\pm 3\text{--}5$  percent. If the job is research and development, acceptable variances increase generally to around  $\pm 10\text{--}15$  percent. When the job is pure research, the sky is the limit. Imagine, for example, that you worked for a pharmaceutical company and your boss said, “Tell me how long it will take and how much it will cost for you to discover and develop a cure for AIDS.”

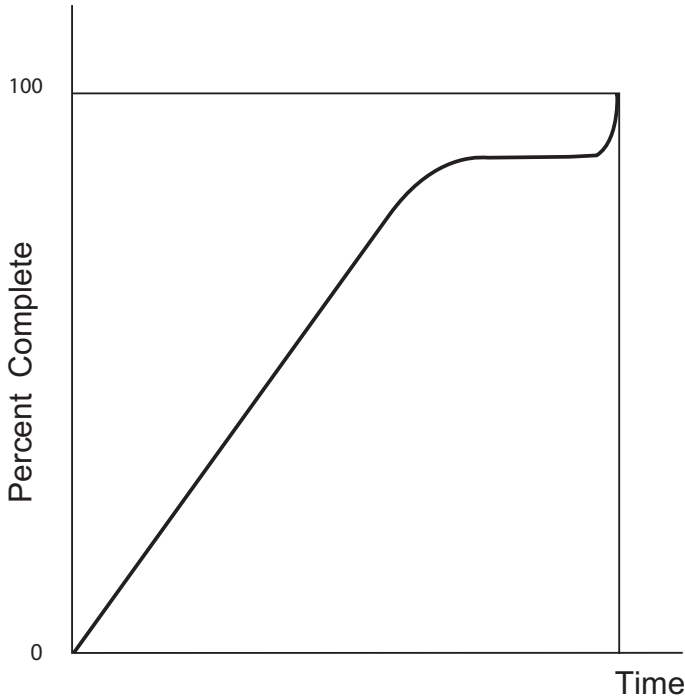
For every organization, you have to develop tolerances through experience. Then you start trying to reduce them. All progress is an attempt to reduce variation in what we do. We will never reduce it to zero, without eliminating the process altogether, but zero has to be the target.

## Using Percentage Complete to Measure Progress

The most common way to measure progress is to simply estimate percentage complete. This is the BCWP measure, but BCWP is expressed as a dollar value, whereas percentage complete does not make that conversion.

When percentage complete measures are plotted over time, you tend to get a curve like the one shown in Figure 9-8. It rises more or less linearly up to about 80 or 90 percent, then turns horizontal (meaning no further progress is being made). It stays there for a while; then, all of a sudden, the work is completed.

The reason is that problems are often encountered near the end of the task, and a lot of effort goes into trying to solve them. During that time, no progress is made.

**Figure 9-8. Percent complete curve.**

Another part of the problem is in knowing where you are to begin with. We have already said that you are generally estimating progress. Consider a task that has a ten-week duration. If you ask the person doing that task where he is at the end of the first week, he is likely to tell you, “10 percent”; at the end of week two, “20 percent”; and so on. What he is doing is making a reverse inference. It goes like this. “It is the end of the first week on a ten-week task, so I must be 10 percent complete.” The truth is, he really doesn’t know where he is. Naturally, under such conditions, control is very loose. Still, this is the only way progress can be measured in many cases.

### Key Points to Remember

- ▶ Control is exercised by analyzing *variances* from the plan.
- ▶ Well-defined projects can achieve tighter control over variations than poorly defined ones.
- ▶ There is a tendency to sacrifice quality when deadlines are difficult to meet.
- ▶ It is not enough to recognize a variance. Its cause must be determined so that corrective action can be taken.
- ▶ Acceptable variances can be determined only through experience. Every system has a capability. Your team may have the ability to maintain better tolerances on their work than another team.

## Exercise

Consider the report in Figure 9-9, showing earned value figures for a project. Answer the questions by analyzing the data. Answers are provided in the Answers section at the back of the book.

**Figure 9-9. Earned value report.**

WBS #	Cumulative-to-date			Variance		At Completion		
	BCWS	BCWP	ACWP	SCHED.	COST	BUDGET	L. EST.	VARIANCE
301	800	640	880	-160	-240	2,400	2,816	-416

### Questions:

1. Is the task ahead or behind schedule? By how much?
2. Is the task overspent or underspent? By how much?
3. When the task is completed, will it be overspent or underspent?

# Managing the Project Team

**T**he previous chapters have concentrated primarily on the tools of project management—how to plan, schedule, and control the work. Unfortunately, far too many project managers see these tools as all they need to manage successfully. They assemble a team, give them their instructions, then sit back and watch the project self-destruct. Then they question whether there might be some flaw in the tools.

In all likelihood, the problem was with how people were managed. Even in those cases where a problem with the tools may have existed, it is often the failure of people to properly apply them that causes the problem, so, again, we are back to people.

The tools and techniques of project management are a *necessary* but not a *sufficient* condition for project success. As I have stated, if you can't handle people, you will have difficulty managing projects, especially when the people don't "belong" to you.

Related to this is the need to turn a project *group* into a *team*. Far too little attention is paid to team building in project management. This chapter offers some suggestions on how to go about it.

## Team Building

Building an effective team begins on the first day of the team's existence. Failure to begin the team building process may result in a team that is more like a group than a team. In a group, members may be *involved* in but not *committed* to the activities of the majority.

**Teams don't just happen—they must be built!**

The problem of commitment is a major one for both organizations and project teams. It is especially significant in matrix organizations, in which members of the project team are actually members of functional groups and have their own bosses but report to the project manager on a “dotted-line” basis.

Later in this chapter, I present rules for how a project manager can develop commitment to a team. For now, let us turn to how to get a team organized so that it gets off to the right start. (For an in-depth treatment of this topic, see my book *Team-Based Project Management*.)

## Promoting Teamwork Through Planning

A primary rule of planning is that those individuals who must implement the plan should participate in preparing it. Yet leaders often plan projects by themselves, then wonder why their team members seem to have no commitment to the plans.

All planning requires some estimating—how long a task will take, given the availability of certain resources, and so on. In my seminars, I ask participants, “Do you often find that your boss thinks you can do your work much faster than you actually can?” They laugh and agree. As I tell them, it seems to be some kind of psychological law that bosses are optimistic about how long it will take their staffs to get a job done.

When a manager gives a person an assignment that allows inadequate time to perform, the individual naturally feels discouraged, and her commitment is likely to suffer. She might say, “I'll give it my best shot,” but her heart isn't really in it.

## Getting Organized

Here are the four major steps in organizing a project team:

1. Decide what must be done, using work breakdown structures, problem definitions, and other planning tools.
2. Determine staffing requirements to accomplish the tasks identified in the first step.
3. Recruit members for the project team.
4. Complete your project plan through participation of team members.

## Recruiting

Following are some of the criteria by which team members should be selected:

- ▶ The candidate possesses the skills necessary to perform the required work at the speed needed to meet deadlines.
- ▶ The candidate will have his needs met through participation in the project (see the March and Simon rules discussed later in this chapter).
- ▶ The applicant has the temperament to fit in with other team members who have already been recruited and with the project manager and other key players.
- ▶ The person will not object to overtime requirements, tight timetables, or other project work requirements.

## Clarifying the Team's Mission, Goals, and Objectives

Peters and Waterman have said that excellent organizations “stick to their knitting.” They stick to what they are good at and do not go off on tangents, trying to do something they know nothing about. (Imagine, as an example, a hockey team deciding to play basketball.)

Numerous case studies and articles have been written about organizations that went off on tangents, at great cost, because they forgot their mission. The same can happen to project teams. If members are not clear on the team's mission, they will take the team where they think it is supposed to go, and that may not be the direction intended by the organization. The procedure for developing a mission statement is covered in chapter 4, so no more will be said about it here. However, working with your team to develop a mission statement is a good team-building activity in itself.

***If possible, the entire team should participate in developing the team's mission statement. This is a tremendous team-building activity in itself!***

### **Conflicts Between Individual Goals and the Team's Mission**

Experience has shown that team members are most committed to a team when their individual needs are being met. Sometimes members have what are called *hidden agendas*, personal objectives that they do not want anyone to know about, because they are afraid other members will try to block them if their objectives are known. Since a manager should try to help individual members achieve their personal goals, while achieving team goals as well, the team leader needs to bring hidden agendas into the open so that the individual can be helped to achieve his goal. Of course, a person may occasionally have a goal that runs so counter to the team's goals that no reconciliation is possible. In that case, if the team leader can discover what the person's goal is, the individual can (ideally) be moved to another team in which his goal can be reached.

***A manager should try to satisfy the needs of the organization, while simultaneously helping individuals satisfy their own needs through participation in the project.***



## Team Issues

There are four general issues with which a team must deal. These are *goals, roles and responsibilities, procedures, and relationships*. In this chapter, we have dealt with clarifying the team's mission, goals, and objectives. This is *always* the first and most important step in developing a team.

Once that is done, people must understand their roles. These must be clearly defined. *What is expected* of each individual, and *by when?* The one problem that seems common is that team leaders think they clearly communicate this information to team members. Yet, when you ask team members if they are clear on their goals and roles, you frequently get a negative response.

The problem is with our failure to solicit feedback from team members to be really sure that they understood; in addition, members themselves are sometimes reluctant to admit that they haven't understood. This appears to be a result of our tendency in school to put people down for asking "stupid questions." So, rather than admit that they don't understand, they *interpret* what they have been told and try to do the job the best they can.

Project leaders must establish a climate of open communication with the team, in which no one feels intimidated about speaking up. The best way to do this is to comment on the problem. "I know some of you may feel reluctant to speak up and say you don't understand, but we can't operate that way. Please feel free to be candid. If you don't understand, say so. If you don't agree with something, say so. That is the only way we can succeed. We will be lucky to have time to do the job once, much less find time to

**Every team must deal with:**

*goals*

*roles &*

*responsibilities*

*procedures*

*relationships*

**There is no such thing as a stupid question—except perhaps the one you were afraid to ask.**

do it over because one of you failed to understand what was expected.”

I have also found that people respond very positively when I am willing to admit that I don't understand something myself or am apprehensive or concerned about a project issue. If you project an air of infallibility, no one else is likely to admit a weakness. But, then, who wants to deal with a demigod? A little human frailty goes a long way toward breaking down barriers. I know this contradicts what some managers have been taught. The macho notion of infallibility has been with us for a long time, and I believe it is the cause of many of our organizational problems. It is time to abandon it for reality.

## Working Out Procedures

Dealing with *how we do it* comes next. The key word here is *processes*. The work must be done as efficiently and as effectively as possible, and improvement of work processes is a very important issue today. It is commonly called *re-engineering* and is the analysis and improvement of work processes to make the organization more competitive.

The difficulty that most teams have with process is that they get so focused on doing the work that they forget to examine how it is done. Periodically, a team should stop working long enough to examine its processes and to see whether it could use better approaches. Otherwise, the team might get very good at doing the work badly.

## Relationships in Teams

Friction occurs in nearly every interaction between human beings. There will be misunderstandings, conflicts, personality clashes, and petty jealousies. Project managers must be prepared to deal with these. In fact, if you really dislike having to deal with the behavioral

**So-called personal-  
ity conflicts are  
often simply the  
result of people's  
lack of good inter-  
personal skills. This  
lack can be resolved  
through training.**

problems that occur on projects, you should ask yourself whether you really want to manage projects at all. Like it or not, the behavioral problems come with the job, and failure to deal with them will sink a project eventually.

One thing to be aware of is that many personality clashes are the result of people's lack of good interpersonal skills. We have never been taught how to sit down and work out differences with others, so when the inevitable conflict happens, the situation just blows up. The best way to minimize the impact of such problems is to provide training for all team members (including yourself) in interpersonal skills. This area has been sorely neglected in many organizations because there seems to be no bottom-line impact. It is hard to demonstrate that there will be a \$10 return on a \$1 training investment.

Because of our inability to quantify the benefits of skills training, we don't provide it. Yet, if we have capital resources that don't work well, we spend whatever is necessary to correct the problem. Interestingly, our *human resources* are the only ones that are renewable almost indefinitely, but we fail to take steps to keep them functioning effectively. As a project manager, you owe it to yourself to manage this aspect of the job.

## Stages in a Team's Development

There are a number of models that describe the stages that teams or groups go through on the way to maturity. One of the more popular ones has self-explanatory titles for the stages: *forming*, *storming*, *norming*, and *performing*.

In the *forming* stage, people are concerned with how they will fit in and with who calls the shots, makes decisions, and so on. During this stage they look to the leader (or someone else) to give them some *structure*—that is, to give them a sense of direction and to help them get started. A leader's failure to do this may result in loss of the team to some member who exercises what we call *informal leadership*.

The *storming* stage is frustrating for most people. When the team reaches this stage, people begin to question their goals. Are

they on the right track? Is the leader really leading them? They sometimes play *shoot the leader* during this stage.

At the *norming* stage they are beginning to resolve their conflicts and settle down to work. They have developed norms (unwritten rules) about how they will work together, and they feel more comfortable with one another. Each individual has found her place in the team and knows what to expect of the others.

Finally, when the team reaches the *performing* stage, the leader's job is easier. Members generally work well together now, enjoy doing so, and tend to produce high-quality results. In other words, we can really call them a team at this point.

**The most popular terms for the stages of team development are:**

- forming*
- storming*
- norming*
- performing*

## Leading a Team Through the Stages

A newly formed team needs considerable structure, or it will not be able to get started. As I noted in the previous section, a leader who fails to provide such structure during stage 1, the *forming* stage, may be rejected by the group, which will then look for leadership from someone else. A *directive* style of leadership is called for in the forming stage.

During this stage, members also want to get to know one another and want to understand the role each member will play on the team. In stage 1, the leader must help team members get to know one another and help them become clear on goals, roles, and responsibilities. Leaders who are very task oriented tend to make a major error here: They just tell the team to “get to work,” without helping members get to know one another. They view such purely “social” activities as a waste of time; surely members can attend to such things themselves. Although it seems obvious, it

**A directive style of leadership is called for when a team is in the forming stage.**

is hard to see yourself as a team when you don't know some of the "players."

Getting the team started with a kickoff party or dinner is one way to let members become acquainted in a purely social way, with no pressure to perform actual task work. If this is not feasible, there must be some mechanism for letting people get to know each other.

As the group continues to develop, it enters stage 2, *storming*. Here, people are beginning to have some anxiety. They start to question the group's goal: Are we doing what we're supposed to be doing? The leader must use *influence* or *persuasion* to assure them that they are indeed on track. They need a lot of psychological support, as well. They must be assured by the leader that they are valued, that they are vital to the success of the team, and so on. In other words, members need some stroking in this stage.

**A selling or influence style of leadership is appropriate at the storming stage.**

There is a tendency to try to skip this stage, as managers feel uncomfortable with the conflict that occurs. To sweep such conflict under the rug and pretend that it doesn't exist is a mistake. The conflict must be *managed* so that it does not become destructive, but it must not be avoided. If it is, the group will keep coming back to this stage to try to resolve the conflict, and this will inhibit progress. Better to pay now and get it over with.

**In the norming stage, the leader should adopt a participative style of leadership.**

As the team enters stage 3, *norming*, it is becoming closer knit. Members are beginning to see themselves as a team and take some sense of personal identity from membership in the group.

Members are now involved in the work, are becoming supportive of each other, and, because of their cooperation, can be said to be more of a team than a group at this point. The leader

needs to adopt a *participative* style in this stage and share decision making more than in stages 1 and 2.

By the time a group reaches stage 4, *performing*, it is a real team. The leader can generally sit back and concentrate on what-if analysis of team progress, planning for future work, and so on. This is a *delegative* style of leadership and is very appropriate. The team is achieving results, and members are usually taking pride in their accomplishments. In this stage, there should be signs of camaraderie, joking around, and real enjoyment in working together.

It is important to remember that no team stays in a single stage forever. If it encounters obstacles, it may drop back to stage 3, and the leader can no longer be delegative but must back up to the stage 3 management style, which is participative.

Membership in project teams often changes. When new members come on board, you should consider that for a short time the team will fall back to stage 1, and you will have to take it back through the stages until it reaches maturity again. It is *especially* important that you help everyone get to know the new member and what his role will be in the team. This does take some time, but it is essential if you want the team to progress properly.

## Developing Commitment to a Team

At the beginning of this chapter, I pointed out that developing commitment to a project team is a major problem for project managers. Team members are often assigned to a project simply because they are the best *available* people, not because they are the best people for the job. When this happens, they may have no commitment to the team.

In their book *Organizations* (1958), March and Simon present

***Delegative leadership is the proper style in the performing stage of a team's development. Note that delegative does not mean abdication!***

five rules for developing commitment to a team or organization. Those rules are listed below:

### RULES FOR DEVELOPING COMMITMENT TO A PROJECT TEAM

1. Have team members interact frequently so that they gain a sense of being a team.
2. Be sure that individual needs are being met through participation in the team.
3. Let all members know why the project is important. People don't like working on a "loser."
4. Make sure all members share the goals of the team. One bad apple can spoil the barrel.
5. Keep competition within the team to a minimum. Competition and cooperation are opposites. Let members compete with people outside the team, not within it.

Note that the first rule cannot always be followed if the team is scattered geographically. In that case, members should "meet" frequently through teleconferencing. It is almost impossible to think of yourself as part of a team when the team never gets together in some manner.

### A Final Suggestion

If you want some good models of how to work with teams, take a look at the best coaches and see how they do it. Be careful, though, not to model the supermacho coach's behavior. That might work okay with a sports team, where people are there because they want to be there, but it is unlikely to work well with a project team where the members are there because they

**Watch the movie  
*Stand and Deliver*  
for an excellent  
example of true  
leadership.**

*have* to be. I also suggest that you watch the movie *Stand and Deliver* and see how Jaime Escalante deals with his kids. Then, the next time you are tempted to complain that you have a lot of responsibility and no authority, ask yourself how a teacher (who has even less authority than you do) can get a bunch of kids to work so hard. How did he get them to go to summer school or take math two periods a day? Then you will begin to realize what true leadership is all about.

.....

### Key Points to Remember

- ▶ Teams don't just happen—they must be built!
  - ▶ Having the entire team participate in planning is one way to start the team-building process.
  - ▶ Deal with *goals, roles and responsibilities, procedures, and relationships*, in that order.
  - ▶ So-called personality conflicts are often caused by team members' poor interpersonal skills. For teams to function well, *all* members should receive training in this area.
  - ▶ The style of leadership appropriate for a team depends on its stage of development. In the *forming* stage, it is directive. In *storming*, it is influencing. At the *norming* stage, switch to a participative style. Finally, when the team reaches the *performing* stage, you can be delegative.
- .....



# How to Make Project Management Work in Your Company

It is one thing to know how to manage projects. It is another to get people to actually *do* it. Running by the seat of the pants *seems* a lot easier than doing all the planning, scheduling, and monitoring that have been presented in this book. Even when people invest three or four days in project management seminars, you find that they soon forget what they have been taught and go back to the old ways.

I have struggled with this problem for twenty years and finally have some answers. Here are suggestions on how to make the principles of project management work in your company:

► Dr. W. Edwards Deming learned more than fifty years ago that if you don't get top management involved in a program, the program will be short-lived. This doesn't mean just having them pay lip service to it. As Tom Peters suggests in his book *Thriving on Chaos*, if an executive wants something to happen in the company, she has to change her calendar; she must spend time talking about project management, sit in on project planning or

review meetings, start asking to see people's project notebooks, and ask questions about how projects are doing. In other words, she must show an interest in the subject.

▶ Companies must build into performance appraisals items that evaluate a project manager's use of the tools. They should reward people for practicing the best methods and, if necessary, sanction them when they do not. But be careful. Be sure upper management is not keeping managers from practicing good methodology.

▶ It helps to have the entire team trained in the basics. After all, when you tell members of your team that you want them to do a WBS for their part of the project and they've never even heard the term before, they can't very well deliver. I have found that project managers generally need a minimum of three or four days' training in project management, and team members need about two days' training.

▶ I have found that senior management should have a brief overview of the principles so that it knows what it is realistic to expect. One of the most common causes of project failures is unrealistic expectations on the part of senior managers. However, I have found that most senior managers are so busy that you can get them together for only about three hours—if you can even do that. We have finally videotaped a briefing and cut it down to one hour and fifteen minutes, just enough time for busy executives to learn what they need to know to support and drive the effort.

▶ After the training is complete, pick a project that already has a pretty high probability of success—don't pick your hardest job; the probability of failure is too high—and have your trainer/consultant walk the team through the steps. This is the hand-holding phase, and I have found it to be essential (as have a number of major companies with which I have worked). It really helps to have someone assist the team in practicing what it has learned. All new procedures feel awkward when you first try

them, and an outside expert makes things go smoother. In addition, an outsider can be more objective than members of the team.

▶ Plan small wins for people. Forget the Pareto principle. It's wrong in this particular instance, even from an economic point of view. According to Pareto, you should begin with your most important problems and solve them, then move on to the simpler ones. Sounds like good economic sense, but it isn't. It ignores the fact that the biggest problem is also likely to be the hardest to tackle, so people are more likely to fail, become demoralized, and give up. No sports team ranked number 10 would want to play the top-ranked team for its first game. It would prefer to play the ninth-ranked team maybe, or even the eleventh. Don't set the team up to be slaughtered!

▶ Practice a lot of MBWA (management by walking around) as the project progresses, but do it to be helpful, not in the blame-and-punishment mode. Give people strokes for letting you know about problems early, not after they have turned into disasters. Don't be too quick to help them, though. Give them time to solve the problems themselves. Just ask them to keep you informed and tell them to let you know if they need help. Be a resource, not a policeman.

▶ Do process reviews to learn and to try to improve whenever possible.

▶ If you find you have a problem child on your team, deal with that person as soon as possible. If you don't know how to handle the problem, talk to someone who has the experience and who can help you. Don't ignore the problem, as it can wreck your entire team.

▶ Be very *proactive*, not reactive. Take the lead. Break roadblocks for your team members. Go to bat for them.

▶ Have team members make presentations to senior management on their part of the job. Give them credit for their contributions. Build ownership.

▶ If you are running a project where people are assigned temporarily but still report to their own bosses (the matrix organization), keep their managers informed about what they are doing. Try to build good relations with those managers. You may need their support to get the job done.

▶ For those tasks on the critical path of the project, you may find that you have to physically collocate the people doing those activities so that you don't have them constantly pulled off to do other jobs. Major corporations are using this method more and more today on highly important projects.

▶ It may be useful to consider setting up a *project support person or office* to do all scheduling for your project managers. Rather than have everyone try to master the software, it may be better to train one or two people to competence level, with users trained only enough to know the capability of the software. Under this scenario, project managers give raw data to the support group, which enters them into the computer and then gives back the schedule; the schedule is then massaged until it works. Subsequently, the support group does all updates, what-if analyses, and so on for the project manager.

▶ Along this line, have a person assigned as *project administrator*. This person either does the project support or delegates it. He also sits in on project review meetings, holds the team's hands to walk members through planning and audits, and so forth. Naturally, you need to be running quite a few projects (at least ten to twenty) to justify this position. Such a person can be helpful when the people who are managing projects have little experience with managing or perhaps have poor skills in dealing with people, or both.

▶ Benchmark other companies to find out what they do with project management. Note that, when they don't practice good methodology, that does not give you grounds for abandoning it yourself. I know of one major corporation that does not track actual work put into a project, yet the company is extremely successful. However, the fact that it doesn't track

work is going to lead to problems eventually. It does a lot of other things really well, however, and I would not hesitate to benchmark those things.

- ▶ Have individuals take responsibility for being *champions* of various parts of the project management process. Perhaps you can make one person the earned value champion, who goes around the company trying to get everyone on board so that they all use that method. Another could take responsibility for dealing with WBS notation, and so on.

- ▶ Join the Project Management Institute, attend its chapter meetings, and learn more about project management from other professionals.

- ▶ Try to read current management books and glean everything you can from them that will help you do your job better. Managing projects is a demanding job, and you need all the help you can get.

- ▶ Consider changing the structure of the organization to be project based. Tell all functional managers that they exist to serve the needs of projects. Many of them will scream. Some may even quit. But, in today's world, where most of what gets done in organizations is in project format, this makes good sense.

- ▶ Set up a project management function, with dedicated project managers. You don't have everyone doing accounting. Not everyone is good at it. This is also true of project management. By making it a function, like all the others, you provide a way for dedicated individuals to hone their skills and get really good at the job. An excellent resource for this is Graham & Englund, *Creating an Environment for Successful Projects* (1997).

- ▶ Look at managing projects as a *challenge* or even as a *game*. If it doesn't strike you that way, it probably won't be very exciting. Experiment with new approaches. Find out what works and keep it. Throw out what does not.

- ▶ Finally—good luck!

# Project Management for Everyone

**B**ased on the definition of a project offered in Chapter One, nearly everything that is done in most organizations is a project. In fact, the only work that does not qualify as a project is that which is repetitive. For that reason, there is hardly anyone who does not manage projects—whether they be at work or at home. And by that line of reasoning, everyone can benefit from applying project management methods to the work that they do.

The interesting thing about project management is that the profession itself did not develop the tools that we use. All of these were conceived as part of the process of managing products. The work breakdown structure (WBS) was developed so that all steps that must be performed to manufacture a product could be identified and that estimates of time and cost could then be established. Scheduling was developed to then place these tasks in sequence, since the WBS alone does not show the sequence in which the work is done. And finally, earned value analysis was developed to measure the progress of work as it flowed through the factory. The method is called a standard cost system to those of you who are familiar with manufacturing terminology.

Dr. John Anderson, who is vice president of administration at Wake Forest University, once said to me that project management is the only discipline yet developed for managing work, and I would agree with him. There are many manufacturing techniques that have been developed to make work more productive, but the basic methods of planning, scheduling, and controlling work that are central to project management remain the key elements used to manage work.

## My Head Hurts

I once conducted a project management program for a company that made dolls for girls. Most of my group was women, and most of them were very creative, which means that they are primarily right-brain in their thinking. As you can easily understand, planning, scheduling, and control are more left-brained than right-brained. When we got to the scheduling material, one woman said, “My head hurts. I can’t do this stuff.”

She is not alone in this. Although I myself am primarily right-brained, I was fortunate to be educated as an engineer—which is an almost entirely left-brain curriculum—so I can do scheduling without getting a headache, but for some of you, this will be too much.

So one question to ask yourself is whether you need to fully apply all of the tools of project management in every job you do. The answer is “no.” Tools should be used only when they give you an advantage. If they become burdensome, then ignore them.

What is important is to understand that project management is a disciplined way of thinking through a job. You answer a series of questions: What must be done? Who is going to do it? How long will it take? In what order should tasks be done? And so on. It is the thought process that is important, not being a slave to tools. In fact, I advocate that everyone should follow what I call the *laziness principle* of project management. This principle says that you should use the least amount of effort required to get the job done. Simplicity is always better than complexity, unless there is a strong need for the complexity.

Why go through the thought process? Studies have shown that one hour spent in planning a job will save about three hours in execution time. The ready-fire-aim approach, which many of us prefer, almost always takes longer to get the job done than would be true if it were properly planned.

One example of the ready-fire-aim approach is those little home projects we do on the weekend. They can be gardening, painting a room in the house, or repairing the plumbing. Let's say it is replacing the mechanism in a toilet. A fairly simple job. You turn off the water to the commode, lift the lid, remove the water pipe that feeds the tank, take out the old mechanism, put in the new one, hook back the water pipe, and turn on the valve. Voila! There is an explosion of water spurting everywhere that quickly floods the bathroom.

What happened? Oh, you forgot to properly seal the pipe fittings with that white stuff that plumbers use? Oh, you forgot to buy some. Well, all you have to do is run back to the hardware store and buy some.

That done, you re-connect everything. Great. There's no water spraying from the fittings, but unfortunately the float refuses to shut off the flow of water into the tank. It runs continuously, which is wrong. Back to the hardware store . . .

The beauty of this approach is that you soon know everyone in the hardware store on a first-name basis and they all know you. It's a social thing, really. Builds the community and that sort of thing. Not very efficient so far as the project goes, but what the heck?

If this sounds funny as a home project, just consider that it is simply a metaphor for how many projects at work are conducted and you will wonder how anything ever gets done. Indeed!

The point is, however, that if you take time to do a small amount of planning, it will save you effort in the long run. And while you may not think of yourself as an "official" project manager, you do manage projects, and the formal approach will give you more time to enjoy your leisure.





# Answers to Chapter Questions

## Chapter 1

1. c
2. d
3. a
4. b

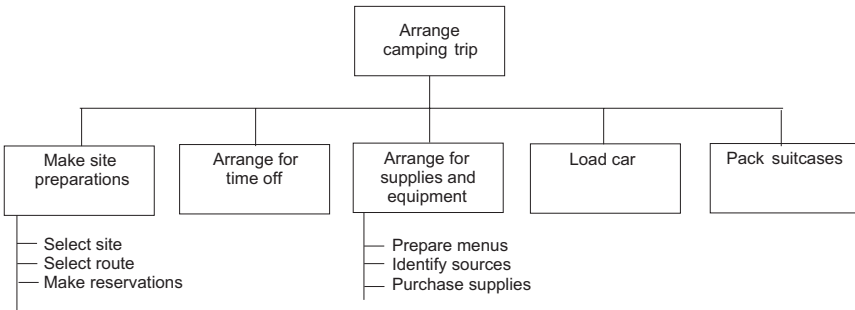
## Chapter 3

You should decide on project strategy before you begin implementation planning. At that point, you should develop tactics to execute strategy and plan logistics so that people will have what they need to execute the tactics.

## Chapter 5

WBS for camping trip:

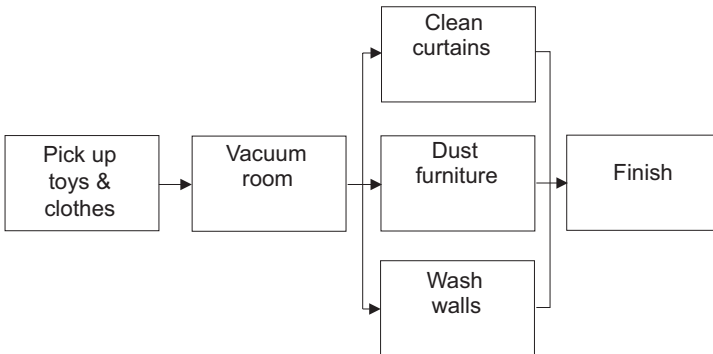
**Figure A-1. WBS for camping trip.**



## Chapter 6

Solution to the WBS exercise:

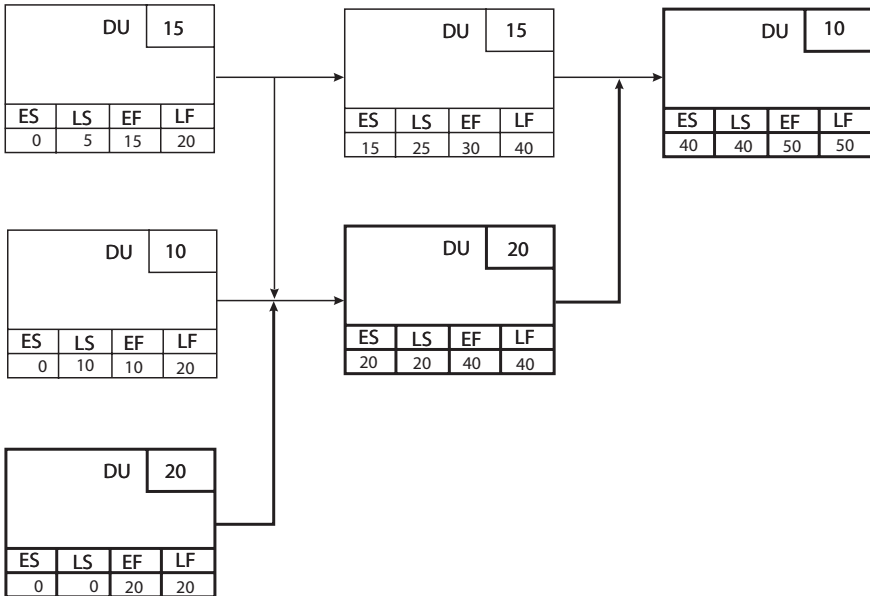
**Figure A-2. Solution to WBS exercise.**



## Chapter 7

Solution to the scheduling exercise:

**Figure A-3. Solution to scheduling exercise.**



## Chapter 9

1. It is behind schedule by \$160 worth of work.
2. It is overspent by \$240.
3. It will be overspent by \$416.

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# Index

- activities
  - critical, 75
  - on critical path, 87
  - definition of, 75
- activity-on-arrow networks, 72
- activity-on-node networks, 72, 73
- ACWP (actual cost of work performed), 118, 120–124
- agenda, for planning session, 40–41
- Alfalfa (Our Gang), on another zero, 114
- AMACOM, 48–49
- analysis paralysis, 41
- Anderson, John, 146
- Argyris, Chris, 31, 110
- arrow diagrams, 70, 72–73
  - constructing, 76–80
  - creating bar charts from, 90–91
  - as PERT networks, 71
- audit, 17
- authority
  - kinds of, 101
  - of project managers, 27–28
  - of team members, 103
  - value of, 100–101
- Avondale shipyards, 13, 36
- backward-pass computations, 85–89
- bar charts, 70
  - converting arrow diagrams to, 90–91
  - drawbacks of, 70–71
- baseline plan, 118
- BCWP (budgeted cost of work performed), 117–118, 120–125
- BCWS (budgeted cost of work scheduled), 117–120, 122, 124
- benchmarking, 143–144
- binary events, 73
- Boeing 777 airplane, 49–50, 58, 60
- Booze, Allen, and Hamilton consulting group, 71
- budgeted cost of work performed, *see* BCWP
- budgeted cost of work scheduled, *see* BCWS

- Carlzon, Jan, 28
  - champions, 144
  - change control, 40
  - Charlie Brown, 106
  - charter, project, 18
  - closeout phase, 14
  - closing
    - as PMBOK process, 19–20
    - as project management step, 17
  - commitment to team, 137–138
  - communication, open, 132–133
  - communications management, 21
  - computations
    - backward-pass, 85–89
    - duration of work in, 82
    - forward-pass, 83–85
  - concept phase, 11
  - consensual estimating, 66
  - construction projects, 3, 36–37
  - control, 100–107
    - connotations of, 100
    - definitions of, 32–34, 102
    - with earned value analysis, 117–126
  - in execution and control phase, 14
  - planning needed for, 34
  - as PMBOK process, 19
  - progress measurement in, 115–116
  - project performance/quality measurement in, 116–117
  - as step in project management, 15, 16
  - and team member self-control, 102–103
- control systems, 104–107
    - corrective actions in, 104
    - designing, 107
    - in project plan, 38
    - timeliness of response in, 105–106
  - cost management, 20–21
  - costs
    - as PCTS variable, 8, *see also* PCTS targets
    - on WBS, 61
  - cost variance, 117
  - CPM, *see* Critical Path Method
  - Creating an Environment for Successful Projects* (Graham & Englund), 144
  - creativity, scheduling, 32
  - critical activities or events, 75
  - critical path, 81
    - definition of, 73, 75
    - diagram showing, 88
    - lack of float in, 87, 89
    - in schedule, 82
  - Critical Path Method (CPM), 71
    - advantages of, 73
    - diagram for yard project, 78
    - and impact of scope or priority changes, 75
    - purpose of, 89
  - critical path schedule, 7
  - customer service, moments of truth in, 28
  - databases, 37
  - defense contractors, 13
  - definition of problem, 44–45
    - as essential step, 12
    - by sponsors, 47–48
    - as step in project management, 15, 16
  - definition phase, 11–13
  - delegative leadership style, 137
  - deliverables, in project plan, 37–38
  - Deming, W. Edwards, 51, 108, 140
  - design reviews, 107
  - directive leadership style, 135
  - documenting estimates, 65
  - Dressler, Fritz R. S., on predicting the future, 34

- Drucker, Peter, 25, 26
- Dudley, Bob, 3
- Du Pont, 71
- duration of work
  - estimates of, 57
  - limits on, 77
  - in network computations, 82
- Early/Earliest Finish, 84
- Early/Earliest Start, 84
- earned value analysis, 117–126
  - acceptable variances in, 125
  - percentage complete in, 125–126
  - responding to variances in, 124–125
  - variance analysis using hours only in, 122, 124
  - variance analysis using spending curves in, 118–123
- enablers, project managers as, 5, 28–39
- end date, 82
- end-item specifications, in project plan, 38
- estimates, 62–67
  - documenting, 65
  - fear of being held to, 32
  - inaccurate, 56
  - in scheduling, 87
  - of task durations, 57
  - of time, 62–64, 79–80
- estimating, 56
  - consensual, 66
  - as guessing, 96
  - hazards of, 64–66
  - improving ability in, 66–67
- evaluate, definition of, 107
- evaluation, project, 107–112
- events
  - on arrow diagrams, 73
  - binary, 73
  - critical, 75
  - definition of, 75
  - as term, 72
- execution
  - in execution and control phase, 14
  - as PMBOK process, 18–19
  - as step in project management, 15, 16
- exit criteria, in project plan, 38
- facilitation of projects, 5
- failure of projects, 2–4
  - causes of, 8–10
  - in definition stage, 12
  - and managers' unrealistic expectations, 141
  - from poor planning, 18
- feedback
  - to improve performance, 66–67
  - lags in, 105
  - need for, 109
  - from project team, 132
  - to team members, 103
- float, 87–89, 93
- forming stage, 134–136
- forward-pass computations, 83–85
- game plan, *see* strategy
- Gantt, Henry, 70
- Gantt charts, 70, *see also* bar charts
- garbage-in, garbage-out, 79, 81
- general management
  - effectiveness of, 4
  - project management vs., 1–2
  - source of major problems in, 26
- goals
  - of individuals vs. teams, 131
  - measurement of, 52
  - problems vs., 45
  - of project team, 130–131
  - quantifying, 51
  - setting, 50



- headless chicken projects, 12
- hidden agendas, 131
- human beings, nature of, 31
- human resource management, 21, 133–134
  
- ideal conditions, 82–83
- implementation of project plan, 19, *see also* execution
- implementation planning phase, 13, 36
- influence leadership style, 136
- initiating process, 18
- integration management, 20
  
- Juran, J. M.
  - on goal setting, 50
  - on projects as scheduled problems, 69
  
- Kayser, Tom, 41
- KISS principle, 106
- knowledge areas (PMBOK), 20–22
- knowledge work
  - durations of, 77
  - estimating, 66
  
- Latest Finish, 85–87
- Latest Start, 85–87
- laziness principle of project management, 146
- leadership
  - definition of, 5, 29
  - by project managers, 5–6
  - skills in, 29
  - styles of, 135–137
- lessons-learned review, 14, 20, 107, 108
- level of effort (WBS), 59
- life cycle of projects
  - appropriate, 11
  - for troubled projects, 10
  - see also* project phase(s)
  
- logistics, 36–37
  - defined, 13
  - in implementation planning phase, 13
  
- major contributors, in project plan, 38
- management
  - definitions of, 25–26
  - general, 1–2, 4, 26
  - knowledge areas in, 20–22
  - major function of, 32
  - project, *see* project management
  - project manager's skills in, 29–30
  - by walking around, 142
- matrix organization, 143
- MBWA (management by walking around), 142
- measurement
  - of goals and objectives, 52
  - of performance and quality, 116–117
  - of progress, 115–116
  - using percentage complete, 125–126
- Microsoft, 6
- milestones
  - in arrow diagrams, 73
  - definition of, 75
  - schedules for, 38
- Mining Group Gold* (Tom Kayser), 41
- mission, 46, 47
  - clarifying, 12
  - identifying, 48–50
  - manager's understanding of, 26
  - of project team, 130–131
  - varying understandings of, 47–48
- mission statement
  - example of, 49
  - objectives vs., 50
  - in project plan, 37
- Moments of Truth* (Jan Carlzon), 28
- monitoring
  - as PMBOK process, 19
  - questions useful in, 52

- as step in project management, 15, 16
- multiple projects, productivity and, 74–75
- Murphy's law, 10
- nature of human beings, 31
- network diagrams, 72–73
- network(s)
  - definition of, 75
  - logical consistency of, 79
  - in managing project, 89–90
  - rules of, 83
  - terminology associated with, 75
- norming stage, 135–137
- notebooks, project, 37
- objectives
  - developing, 50–52
  - measurement of, 52
  - nature of, 52
  - in project plan, 37
  - of project team, 130–131
  - quantifying, 51
- one-person projects, 6–7
- open communication, 132–133
- opportunity cost, 124
- optimum schedule, 78
- organizational structure, 144
- organization chart, 28
- organizations, kinds of, 108
- Organizations* (March and Simon), 137–138
- Out of the Crisis* (W. Edwards Deming), 51, 108
- Overcoming Organizational Defenses* (Chris Argyris), 31, 110
- Packard, Vance, on leadership, 5
- pain curves, 32, 33
- paradigms, 31
- Pareto principle, 142
- Parkinson's Law, 63
- participative leadership style, 136–137
- PCTS targets, 4–5
  - relation between, 8–10
  - in resource allocation, 93–95
  - responsibility for meeting, 25
  - for software projects, 3
- people skills, 26–27, 30
- performance
  - above minimum acceptable level, 26
  - feedback on, 66–67
  - measuring, 116–117
  - as PCTS variable, 8, *see also* PCTS targets
- performing art, management as, 25
- performing stage, 135, 137
- persuasion leadership style, 136
- PERT, *see* Program Evaluation and Review Technique
- Peters, Tom, 140
- physical collocation, 143
- planning, 31–43
  - absolute imperative of, 32–34
  - and changes to plans, 39–40
  - definition of, 35
  - effectiveness in, 40–42
  - implementation in, 36
  - inadequate, 3
  - logistics in, 36–37
  - main barriers to, 31–32
  - minimum ingredients in, 37–38
  - as PMBOK process, 18
  - by project team, 5
  - to promote teamwork, 129
  - sign-off on, 38–39
  - as step in project management, 15, 16
  - steps in, 42–43
  - strategy in, 35–36
- Plautus, on mice, 42
- PMBOK®, *see* Project Management Body of Knowledge

- PMI®, *see* Project Management Institute
- PMP® designation, 1
- post-mortem, 17
- prevailing paradigms, 31
- priorities, changes in, 74–75
- proactive work, 25, 142
- probability, 71
- problem
- definition of, 12, 15, 16, 44–45, 47–48
  - goal vs., 45
  - lack of agreement on, 12
- problem statement, 46–47
- development of, 42
  - example of, 49
  - in project plan, 37
- process(es), 17–20
- closing as, 19–20
  - controlling as, 19
  - executing as, 18–19
  - initiating as, 18
  - monitoring as, 19
  - planning as, 18
  - PMBOK identification of, 17
  - for project team, 133
- process review report, 111–112
- process reviews, 107–112, 142
- procurement management, 22
- product development, 3
- product execution, 18–19
- Program Evaluation and Review Technique (PERT), 71, 73
- program level (WBS), 58, 59
- progress measurement, 115–116
- progress monitoring and control, 19
- questions useful in, 52
  - as step in project management, 15, 16
- project administrator, 143
- project charter, 18
- project evaluation, 107–112
- process review in, 110–112
  - purposes of, 108–110
- project level (WBS), 59
- project management
- competitive advantage from, 108–109
  - as disciplined way of thinking, 146–147
  - facilitation of planning in, 5
  - general management vs., 1–2
  - implementing, 140–144
  - justifying, 3–4
  - lack of understanding about, 8
  - and one-person projects, 6–7
  - PMBOK definition of, 4–5
  - scheduling in, 6
  - source of major problems in, 26
  - steps in, 15–17
  - tools used in, 145
  - when also working on project, 7–8
- Project Management Body of Knowledge (PMBOK®), 1, 17–18
- definition of *management* in, 25
  - definition of *project* in, 2
  - definition of *project management* in, 4–5
  - knowledge areas in, 20–22
  - project processes in, 17–20
- Project Management Institute (PMI®), 1
- body of knowledge identified by, 17
  - definition of *management* by, 25
  - definition of *project* by, 2
  - membership in, 144
- Project Management Professional (PMP®) designation, 1
- project managers, 24–30
- authority of, 27–28
  - backgrounds of, 24
  - as enablers, 5, 28–29
  - important attributes for, 30

- knowledge areas for, 20–22
- leadership by, 5–6
- leadership skills of, 29–30
- management skills of, 29–30
- people skills of, 26–27
- primary responsibility of, 24–25
- selection of, 8
- working, 7–8, 27
- project notebooks, 37
- project phase(s), 10–14
  - closeout as, 14
  - concept as, 11
  - definition as, 11–13
  - execution and control as, 14
  - implementation planning as, 13
  - strategy as, 13
- project plan
  - changes to, 39–40
  - items in, 37–38
  - sign-off on, 38–39
- project plan review meeting, 39
- project review meetings, 106–107
- project(s)
  - causes of failure in, 8–10
  - construction, 3, 36–37
  - definitions of, 2
  - failure of, 2–4, 8–10, 12, 18, 141
  - headless chicken, 12
  - lessons-learned reviews of, 14, 20, 107, 108
  - one-person, 6–7
  - phases of, 10–14
  - software, 2–3
- project support person/office, 143
- project team, 128–139
  - clarifying mission/goals/objectives of, 130–131
  - and conflicts between individual goals and team mission, 131
  - developing commitment to, 137–138
  - general issues with, 132–133
  - organizing, 130
  - planning by, 5
  - procedures for, 133
  - project manager's work on, 7–8
  - promoting teamwork in, 129
  - recruiting members for, 130
  - relationships in, 133–134
  - self-control of members on, 102–103
  - shared understanding for, 44
  - stages in development of, 134–137
  - team building for, 129
- quality, measuring, 116–117
- quality assurance, 21
- quality control, 21
- quality management, 21
- ready-fire-aim mentality, 11, 147
- real-time status data, 105
- re-engineering, 133
- resource allocation, 82, 91–98
  - availability of resources in, 97–98
  - and float, 93
  - overloads in, 92
  - PCTS targets in, 93–95
- resource-critical leveling, 95
- resource requirements
  - in project plan, 38
  - in scheduling, 78
- Responsibility Chart, 61–62
- review of project
  - in closeout phase, 14
  - for lessons learned, 14, 20, 107, 108
  - meetings for, 106–107
  - for status of project, 107, 111, 113
- rework, 3, 4
  - risk analysis, 52–54
  - in process review report, 111
  - in project plan, 38
  - reason for, 41

- risk management, 21–22
- roles (project team), 132
- Sabbagh, Karl, 49–50
- San Concordio, Bartolommo de, on
  - change in plans, 40
- Scandinavian Airlines, 28
- schedule management, 20
- schedules
  - critical path, 7, 82
  - for milestones, 38
  - optimum, 78
  - in project plan, 38
  - from WBS, 76
  - working, 38
- schedule variance, 117
- scheduling, 6, 69–80
  - arrow diagrams in, 76–80
  - assignment of resources to tasks in, 91–98
  - bar charts in, 90–91
  - brief history of, 70–71
  - computations for, 81–89
  - CPM diagram in, 89
  - of creativity, 32
  - estimates in, 87
  - level of detail in, 76–77
  - network diagrams in, 72–73
  - project management vs., 6
  - reason for, 73–75
  - of resource requirements, 78
  - time in, 79
  - WBS development prior to, 60
  - working hours in, 97
- scheduling software, 6, 69–70, 74
- Schultz, Charles, on running away, 106
- scope
  - as PCTS variable, 8, *see also* PCTS targets
  - in project plan, 38
  - on WBS, 61
- scope creep, 40, 74
- scope management, 20
- self-control, of team members, 102–103
- shipbuilding, 13, 35–36
- sign-off (project plan), 38–39
- small wins, 142
- SMART objectives, 51
- software
  - scheduling, 6, 69–70, 74
  - WBS, 60
- Software Development* magazine, 3
- software projects, 2–3
- solution options development, as step
  - in project management, 15, 16
- spending curves, variance analysis
  - using, 118–123
- sponsors, 47
- stakeholders, sign-off by, 38–39
- Stand and Deliver* (movie), 139
- Standish Group study, 2–3
- start date, 82
- status reviews, 107, 111, 113
- steps in project management, 15–17
- storming stage, 134–136
- strategy, 35–36
- strategy phase, 13
- subtask level (WBS), 59
- SuperProject Expert™, 60
- system integration, 58
- tactics, in implementation planning
  - phase, 13
- task level (WBS), 59
- tasks
  - assigning resources to, 91–98
  - assigning responsibility for, 61–62
  - duration of, 77
  - estimates for, 62–67
  - time estimates for, 79–80
- team, *see* project team
- technical work, 18–19, 24
- theory espoused beliefs, 31

- theory in practice, 31
- Thriving on Chaos* (Tom Peters), 140
- time-critical resource leveling, 95
- time management, 20
- time(s)
  - estimates of, 62–64, 79–80
  - as PCTS variable, 8, *see also* PCTS targets
  - in scheduling, 79
- 21st Century Jet* (Karl Sabbagh), 49–50
- U.S. Navy, 71
- variance analysis, 117
  - using hours only, 122, 124
  - using spending curves, 118–123
- variation, 63–64
- vision, 46, 47
  - achieving, 48
  - example of, 49
  - manager's understanding of, 26
- Work Breakdown Structure (WBS), 56–67
  - constructing schedule from, 76
  - estimating time/costs/resources from, 62–67
  - example of, 57–60
  - guidelines for developing, 59–60
  - levels of, 58–59
  - participants in developing, 60
  - in project plan, 38, 42
  - uses of, 61–62
- working hours (in scheduling), 97
- working project managers, 7–8, 27
- working schedules, in project plan, 38
- work package level (WBS), 59
- work requirements, in project plan, 37–38
- The World-Class Project Manager* (Wysocki & Lewis), 8

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# About Jim Lewis

**James P. Lewis, Ph.D.** is an experienced project manager who now teaches seminars on the subject throughout the United States, England, and the Far East. His solid, no-nonsense approach is largely the result of the fifteen years he spent in industry, working as an electrical engineer engaged in the design and development of communication equipment. He held various positions, including project manager, product engineering manager, and chief engineer, for Aerotron, Inc., and ITT Telecommunications, both of Raleigh, North Carolina. He also was a quality manager for ITT Telecom, managing a department of sixty-three quality engineers, line inspectors, and test technicians.

While he was an engineering manager, he began working on a doctorate in organizational psychology, because of his conviction that a manager can only succeed by developing good interpersonal skills.

Since 1980, Dr. Lewis has trained over 20,000 supervisors and managers throughout the United States, Argentina, Canada, Germany, India, Indonesia, Malaysia, Mexico, Singapore, Sweden, Thailand, and England. He has written articles for *Training and Development Journal*, *Apparel Industry Magazine*, and



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