




## WHAT'S THE VALUE OF PROJECT MANAGEMENT?

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### OUTLINE

- Luck vs Management
- What is “Value”?
- What does PM cost?
- If PM were valuable...
- Proving Value
- Building perceived value
- Questions & Summary



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## LUCK VS MANAGEMENT

Many organizations don't recognize the difference between:

- Good Luck & Good Project Management
- Bad Luck & Bad Project Management



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## WHAT IS "VALUE"?

- Worth, importance or usefulness of something
- Return on an investment in something



Proposal: PM is *VALUABLE* if it's usually worth more than it costs

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## WHAT DOES PM COST?

Project Management is NOT free...

- Process development & maintenance
- Administration
- Recruitment & retention
- Analytical delays
- Training & seminars



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## IF PM WERE VALUABLE...

Benefit of definition	>	Cost of definition
Efficiencies gained from planning	>	Planning investment
Early warning of problems/opportunities	>	Costs of status collection & reporting
Advantage of records	>	Cost of keeping records
Value of informed decisions	>	Effort to support decision-making

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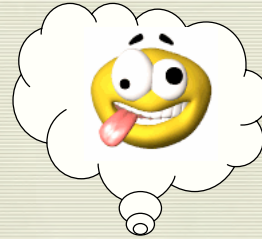
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## PROVING VALUE

Suggest your organization do 25 large & complex projects twice:

- Once with PM
- Once without and compare the results...



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## BUILDING PERCEIVED VALUE

- Discuss cost/benefit
- Celebrate victories
- Improve processes
- Highlight reuse
- Recognize skill
- Retrospectives
- Manage expectations
- Luck  $\neq$  Management



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## QUESTIONS & SUMMARY

- Questions?
- Thank You!

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