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2002 Executive Education Rankings

2003 VISITOR SERIES

Three day non-residential program  
Sydney  
9 – 11 July 2003

# The New Project Management

Successfully manage large scale, complex projects

**Professor J. Davidson Frame**  
Academic Dean,  
University of Management  
and Technology, USA



Shine on



*"Different, thought provoking, insightful and relevant"*

**Ajay Maharaj**  
Project Services Manager  
Transpower NZ Limited

#### **Executive Education E-Snapshot**

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#### **Overview**

Project management is undergoing dramatic change. Not long ago, you were an implementer of solutions who drew upon a limited range of skills. Today you have become a significant decision maker who needs to understand a broad range of business issues. Traditional project management no longer does the job in today's complex world. And as the job has expanded, so has your need for better knowledge and sharper skills.

*The New Project Management* will help you cope with today's challenges – managing complexity, generating solutions faster, empowering employees, doing more with less, adjusting to globalisation, accommodating the consequences of reengineering, focusing on the customer, having responsibility without authority and implementing change.

#### **Learn the 'Why?' as well as the 'How?'**

The program balances techniques and concepts. For instance, it explains the techniques of best practice organisations on their projects. At the same time, it gives you a solid grounding on the concepts that underlie the effective management of projects.

You will learn how to carry out projects more quickly, measure work performance more accurately, manage multiple projects more efficiently. You'll discover new ways to deal with outsourcing, handle larger projects, promote project management competence and survive project politics.

By the end of the program, you'll be able to improve performance across the board. You'll know how to schedule projects to run faster, how to resolve conflicting priorities, how to establish and maintain a project office, how to use human and material resources more effectively, and how to control scope creep.

#### **Designed for Senior Project Management Professionals**

This program will be of great benefit to project managers, IT and telecommunications analysts, civil and construction engineers, senior line managers, R&D managers, consultants, planners, system developers and financial consultants.

#### **Proven Effective at the Highest Level**

The course has been delivered on-site to major project players, including Morgan Stanley, Credit Suisse, Westinghouse, Boeing, Marriott, Citibank, Lucent, Sprint, EDS, the US Department of Energy and the Defence Systems Management College. It reflects the perspectives of best practice organisations.

You will receive a copy of Professor Frame's best-selling text, *The New Project Management* (2nd ed., San Francisco: Jossey-Bass, 2002).

#### **Capabilities Addressed**

- Measuring work performance
- Project management

#### **Key Benefits**

- Learn how to schedule your projects to run faster
- Explore methods for measuring work performance
- Understand how to manage multiple projects with conflicting priorities
- Learn how to establish and maintain a project office
- Effectively use scheduling techniques (including critical chain and time-boxed scheduling)
- Bridge the business/technology gap
- Capture requirements more effectively with new techniques
- Navigate project politics
- Deal with the new realities of outsourcing
- Discover how to use human and material resources more productively
- Learn how to manage requirements more effectively and control scope creep

#### **Free Online Training Program**

You will receive access to an online program developed by David Frame and Tom Block which will give you insights into launching and running a project office.

# Agenda and Program Director

You will receive a Certificate of Attendance at the conclusion of the program. In addition, you are entitled to 21 Professional Development Units (PDUs) toward maintaining your Project Management Professional (PMP) certification status.

## **Day 1** 8.15 – 8.45am Registration and coffee

- Facing the key challenges of project management
- Overcoming Murphy's Law on projects
- Identifying key players in the project environment
- Defining key competencies at the level of individuals, teams and organisations
- Assessing individual, team and organisational competence

### Lunch

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- Defining and understanding your customers' needs
- Avoiding common pitfalls in defining customer needs
- Developing technical requirements from business needs
- Managing changing requirements – rapid prototyping and configuration management
- Setting priorities – benefit-cost ratios, scoring sheets, peer review, analytical hierarchy process, murder boards
- Creating a project portfolio

5.00pm Day 1 concludes

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## **Day 2** 8.30am Program commences

- Planning the project
- Managing the risks
- Reviewing traditional scheduling, budgeting and resource allocation techniques
- Replacing the critical path with the critical chain
- Using time-boxed schedules for quick turnaround

### Lunch

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- Controlling budgets, schedules and resource allocations
- Measuring work performance with the earned value method (EVM)
- Integrating control of costs and schedule
- Using matrix management on projects
- Motivating matrixed workers

5.00pm Day 2 concludes

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## **Day 3** 8.30am Program commences

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- Dealing with project politics
- Building authority
- Structuring project teams and team building

### Lunch

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Contracting and procurement for projects  
Outsourcing basics  
Evaluating project efforts  
Closing out the project with lessons learned  
Wrapping up

5.00pm Program concludes

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## **Program Director**

Professor J. Davidson Frame, PhD is Academic Dean at the University of Management and Technology (UMT), Arlington, Va. He is author of the newly published *Managing Risks in Organisations*. His *Managing Projects in Organisations* (3rd ed., 2003) is a business best seller. He is also author of *Project Finance: Tools and Techniques* (2003), *The New Project Management* (2002), *Project Office: A Key to Managing Projects Effectively* (1998) and *Project Management Competence* (1999).

Prior to joining the faculty of UMT, Professor Frame was affiliated for nineteen years with the George Washington University, where he served as Chairman of the Department of Management Science, Director of the Program on Science, Technology and Innovation and Director of the International Centre for Project Management Excellence.

From 1990 to 1996 he headed the project management certification program at the Project Management Institute, the world's leading society of project professionals with 100,000 members worldwide. In 1997 – 1998, he was PMI's Director of Educational Services. In 2000 – 2003 he served on PMI's Board of Directors. Professor Frame has consulted with and offered training in many leading organisations including Morgan Stanley, Westinghouse, Credit Suisse, Hoffman LaRoche, AT&T, Lucent, NCR, IBM, Hewlett-Packard, 3M, ABB, Motorola, Citibank, Fannie Mae, Boeing, Bell Atlantic, SITA (France), London International Financial Futures Exchange (LIFFE), the China State Shipbuilding Corporation, the Internal Revenue Service, the US Department of Defence, the White House and the World Bank.

# Application

## The New Project Management

Sydney  
Three day non-residential  
9 – 11 July 2003

ENQ

### Participant details

name	title		first name	family name
	preferred given name (to appear on name badge)			
position/division				
organisation				
business address				
	suburb/city	state	postcode	
telephone	switch	direct	facsimile	
email				
	no. of employees	major industry of employer	main area of occupation	
	how did you hear about this program?			
	<input type="checkbox"/> direct mail	<input type="checkbox"/> past participant	<input type="checkbox"/> HR/training department	<input type="checkbox"/> my manager
	<input type="checkbox"/> advertising	<input type="checkbox"/> website	<input type="checkbox"/> other (please specify) _____	

### Person in charge of executive development in your organisation

name	title		first name	family name
position/division				
organisation				
business address				
	suburb/city	state	postcode	
telephone	switch	direct	facsimile	

### I agree to the conditions of enrolment (we are unable to accept this application unless signed)

name/position	
authorising signature	date

### Payment method (payment must be received before the start of the program)

I enclose a cheque payable to AGSM

Please charge to my credit card the amount of \$

Card type:  B/card  M/card  Visa  Amex

card number																	expiry date
name on card																	
signature of cardholder																	

Please send an invoice (complete details of the person to receive the invoice)

name	title		first name	family name
position/division				
organisation				
business address				
	suburb/city	state	postcode	
purchase order no.	(if applicable)			

I no longer wish to receive information on AGSM executive programs. Please delete me from your distribution list.

### How to enrol

Please complete and fax your application to:

+61 2 9931 9370

If you are sending a cheque please mail to:  
Client Services, Executive Education  
AGSM Limited  
UNSW SYDNEY NSW 2052  
AUSTRALIA

### Enquiries

Client Services  
phone +61 2 9931 9333  
email enquiries@agsm.edu.au  
fax +61 2 9931 9370  
website www.agsm.edu.au

### Fee and venue

The program fee is \$3,630 (\$3,300 + 10% GST) and includes all meals and program materials. The program will be held at the AGSM city campus, 1 O'Connell Street, Sydney. Book three or more participants and save 15%.

### Conditions of enrolment

Should you need to cancel an enrolment, a full refund will be given if advised in writing 10 days prior to the commencement of the program. If you cancel after that date, a 60% fee of \$2,178 (\$1,980 + 10% GST) will apply. If you transfer after that date an administration fee of \$275 (\$250 + 10% GST) will apply and only one transfer is allowed. The full fee will apply to any subsequent cancellation or non-attendance on the program transferred to. You can substitute another participant up to the start date without penalty. If you do not attend a program and have not advised us in writing before the program start date, the full fee will apply.

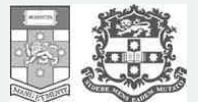
The AGSM reserves the right to cancel a program if circumstances necessitate. If a program is cancelled, the AGSM will make every effort to advise you and a full refund of the paid fee will be made.

### AGSM privacy statement

The AGSM acknowledges and respects the privacy of individuals. We advise that information that you may have provided, or may be asked to provide to the AGSM is 'personal information' as defined by the Privacy Act 1998 (Cth). This information is collected for the purposes of processing your application, registration or enquiry for an AGSM activity or interest group and for providing services from AGSM to you. It may be used for keeping you informed of upcoming events and assisting us in improving and marketing our services to you. Unless you tell us otherwise, we will continue to use the information we obtain about you in this way. The AGSM is a School of the University of Sydney and the University of NSW and may share information collected with these entities for the same purposes. Personal information collected by AGSM is not released to other organisations or persons, except in response to a legal requirement such as a subpoena, or with your consent.

All information collected by AGSM will be kept secure and you have the right of access to, or modification of your record at any time.

For information concerning your right to seek access to the personal information we hold on you, please contact Client Services on +612 9931 9333. Our privacy policy is available from AGSM Marketing.



The AGSM is a School of both The University of Sydney and The University of New South Wales.

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