



PROJECT MANAGEMENT INSTITUTE WESTERN AUSTRALIA CHAPTER

MAKING PROJECT MANAGEMENT INDISPENSABLE FOR BUSINESS RESULTS

NEXT CHAPTER MEETING

11 Sept 2013 @ 6:00pm
City West Receptions, 45
Plastowe Mews, West Perth,
WA 6005

IN THIS EDITION

September Professional
Development Workshop

With Hazel Wemper

NEW Insurance facility
for Project Managers
from **Perrymans**

What's On
September 2013

Six Lessons Learned the
Hard Way

Chris Merryman

GENERAL

[Webcast](#)

Chapter Meeting
Will Earn You PDU's

Events, Events, Events
Read about it [here](#)

Newsletter Content
Member contributions are
most welcome.
[Contact](#) the Editor!

- September Chapter Meeting -

How to advance your career in Project Management...

Did you know 50% to 80% of all job openings are not advertised? Hear from an insider about how to tap into the hidden sources of jobs and tips to proactively manage your career in today's market at the September Chapter Meeting with Shireen DuPreez . [\[Book Now\]](#)

Transport note.

The venue is close to the CityWest train station and free city bus services are proposed for mid 2013. [Read more](#). The yellow and green CAT will service this area. [See the map](#).



- PMP & CAPM Examination Preparation Course -

The PMP and CAPM Examination Preparation Course is designed to ensure that candidates possess the necessary skills and knowledge to successfully pass the multiple choice examination for PMP and CAPM accreditation. This course provides a structured framework of study for experienced project managers to achieve PMP examination standards and covers all areas of the PMBOK **Fifth** Edition.

Cost: \$990 for PMI WA Chapter Members / \$1490 Non-Members

Dates: 9.00am to 5.00pm, 10 October to 11 October 2013

Location: Seasons of Perth, 37 Pier Street, Perth

- Notice of Annual General Meeting -

Notice is hereby given that the Annual General Meeting of the PMI WA Chapter will be held at **5.30 pm Wednesday 16th October 2013** at the City West Reception Centre, 45 Plastowe Mews, West Perth.

The meeting will be held immediately before the monthly WA Chapter Meeting which will commence at 6pm.

[Agenda](#) papers, including a [Nomination Form](#) for [Board positions](#) which become vacant at the end of October and descriptions of the position can be found via these links or downloaded from the Chapter [website](#).

This is your primary opportunity as financial members to exercise your voting rights, hear about the Chapter successes in the past year and have a direct say in the management of your Chapter.

What's On: September 2013

Enter these dates in your calendar now before your schedule fills up:

- 11 Sept 2013 Project Management Toastmasters (City West)
- 11 Sept 2013 WA PMI Chapter Meeting [[Book Now](#)]
- 18 Sept 2013 WA PMI Professional Development Workshop [[Book Now](#)]
- 25 Sept 2013 Project Management Toastmasters (Woodside Plaza)



PMI Australia Conference 2014—Melbourne



Following the success of the inaugural PMI Australia Conference in Sydney the Australian PMI Chapters have collaborated to present a second conference to be held in Melbourne in 2014. Taking up the mantle from it's predecessor, the Melbourne conference will build on the platform provided for professionals, academics and community representatives to share knowledge, experience and professional camaraderie; whilst once again recognising and acknowledging professional excellence via the PMI Australia Annual Awards.



Keep in touch with the latest news about the PMI Australia Conference via social media channels by clicking the appropriate icon (left) to make sure you don't miss anything.

REMINDER—Professional Risks Insurance Facility for PMI Members



Perrymans is pleased to announce the launch of the **NEW Professional Risks Insurance Facility for PMI Members**.

The facility is for PMI Project Managers who are seeking a competitive insurance facility and who work in various industry sectors including: Construction and Allied Professions, Business Services and IT. The facility provides cover for Professional Indemnity and Public Liability.

Perrymans have been advising, arranging and developing covers for Project Managers and the Project Management industry for more than 20 years and are widely considered an expert and leading insurance broker in this industry sector.

The extension of the facility has arisen as a direct result of contact from PMI members to Perrymans seeking not only an insurance broker/advisor that understands what they do, but also offering an insurance facility with additional benefits for them.

Please visit [Perrymans](#) online and complete the 'Enquiry Today' section or phone our office to speak with a member of our team. Alternatively you can also refer to your local PMI Chapter [website](#) for access.

- September Professional Development Workshop -

Our September workshop will be presented by **Hazel Wemper** of Headworks Consulting, **who also presented at the July 2013 PMI WA Chapter Meeting**. This workshop's focus will be on relationships and making them more productive. As a project manager the effectiveness of your relationships with other people has a large bearing on your ability to get your project done.

This workshop is designed to improve your ability to build and use cooperative work relationships – how to get people to comply with your requests, willingly, and how to increase your influence with people. You will learn in concrete and practical ways, which behaviours damage and which behaviours build positive influence...and as a result will see an immediate improvement in both your work and home relationships. [[Book Now](#)]

- Six Lessons Learned the Hard Way -

Chris Merryman, MBA, PMP, is an avid Project Management practitioner and everything-Agile enthusiast. Chris has over 10 years of experience in the IT industry and has developed and worked on several complex software and hardware projects using PMI's Project Management and Agile with Scrum philosophies. Chris can be reached on [LinkedIn](#).

Being a Project Management practitioner is a choice many of us have willingly made (and enjoy!). Others may have joined the ranks due to necessity from their previous role being eliminated, outsourced or some other form of extinction. Regardless of our past experiences we've all made our share of mistakes and all have a unique relationship with the term "Lessons Learned". In this article I share some of the lessons I learned the hard way. We can read as many books as we want, interview everyone we've ever known and read every Google article that exists on the topic of how to be a strong, influential and creative type person so we can thrive in the Project Management environment but nothing can truly replace being in the hot seat. Here are a few things I hope make sense to those either in the role already or thinking about taking on the role.

NEVER TAKE OUTSIDE INFLUENCES FOR GRANTED

This one I think we all take for granted. We assume that by providing regular status reports, staying on schedule, under budget and controlling scope creep is a sure way to ensure your Project makes it to completion. We sometimes forget about the outside forces that can turn a normal working day totally upside down and in the morning we have a thriving Project but in the afternoon we no longer have a Project! We need to ensure we fully understand our Sponsor and Stakeholders concerns not only for the outcome of the Project but what are we trying to accomplish in the first place? Is it competitive advantage over a product just released? Are we

trying to claw our way to the top of the industry by providing the best in class service? Or is this a pet project of the Sponsor and when the signs of another Project are looking dire they redirect everyone to help get it back in good health? We need to keep our eyes and ears open and ensure we understand as much as possible as to why our Project exists.

STAYING QUIET CAN BE A POWERFUL TOOL

You might in a situation where you encounter a difficult team member or a higher level manager that you report into and have tried everything possible to convince them of something. You reference books, literature on the web, industry best practices and other examples of success to prove your point yet nothing is working to change this person's mind. Sometimes we just need to sit there and stay quiet. Don't lead into it with a question like "What do you recommend?" Instead when the person is through with their rebuttal just stay silent. Silence is an amazingly powerful tool. If you've ever been in a meeting where this has happened you know exactly what I am referring to.

The uncomfortable silence that lingers for many seconds longer than the pace of the meeting has been taking place in. I've experienced it many times. Our minds start to race. What happened? Why is no one talking? Is someone about to really fly off the handle? What is going on? It must be used strategically and sparingly.

Continued on following page.

Six Lessons Learned the Hard Way... (continued)

TRUST

I think we can all agree that this can be applied in just about any situation. Trust is the cornerstone of every relationship whether it's personal, professional or something in-between. Trust is something we must not only establish as practitioners of our profession but also something we must continuously foster and promote.



services there should be a very clear line and most likely there are laws that you have to comply with anyone as a minimum safety measure. Even in this environment though I would strongly encourage using this sparingly and if at all possible defer the discussion to a one-on-one session in the immediate future.

DON'T EVER SAY "I'M SORRY YOU FEEL THAT WAY"

I wish I would have known this early on. I only made the mistake once. For those that have made this same mistake I am betting you only made it once too. There is no way to get out of this one unscathed. I've never seen people react to something as harshly as this statement which I have found is routinely followed by "How should I feel?" or a derivative thereof in a very negative and insulting tone. It's only a mistake you make once. Try not to make it at all though because if you do there's a high probability you've burned your bridge with that person for a very long time.

The list can go on for quite a while. We'll all make mistakes, it's inevitable. I'm hoping that this article gets to you in time to help from making similar mistakes but if not I hope you smiled and maybe even laughed as you remember experiencing one, if not all, and how it changed your style afterward.

You can read the full article in it's original form at Project Times by following this [link](#).

Did you enjoy this article? Why not join in on the [discussion](#) taking place via our LinkedIn Group?

CHANGE IS GOOD

Change is good! It's necessary! Change is all around us and in today's ever-faster moving environment we can't try to stop it. Trying to stop it will likely be more harmful than embracing it. Now, not all change is good though. We need to look at it through our "lens of reasonability".



Is it something that can positively benefit the Project?

If it's something that impact the Iron Triangle (scope, time, cost) what can give?

Is it something that could negatively impact the Project?

Does it boost team morale?

If you were the customer would you want it?

MOST OF THE TIME THERE'S NO POINT IN MAKING A POINT OF OUTSIDE INTERACTIONS

This one too I think can transcend across all aspects of our life. If you really do feel the need to ensure you are getting your point across I strongly suggest you take it up with the person one-on-one. The only exception I would make is if you are in the position of managing a life-critical Project (i.e. Aviation, Medical devices, Hazmat services, etc). In situations involving these types of products or



Is there something you'd like to share with your peers? [Let us know](#)