



January 2010

NEXT CHAPTER MEETING

February 17, 2010 (Wednesday)

6:00 PM to 9:00 PM
Portsmouth Country Club
Greenland, NH

Right-Sized Projects: Scaling The Project Management Approach to Match the Need

Discount cutoff date: February 12

Please visit www.pmi-nh.org/meetings.htm
for additional details about this upcoming meeting.

FROM THE PRESIDENT'S DESK

Greetings,

Seemed just a few days ago we were sending the kids back to school and burying old man summer. Here we are with a new year and a new decade soon to be celebrating the tenth birthday for PMI-NH and a decade of service to the promotion of project management here in Granite state.

Currently we have approximately 450 members of which 304 have obtained the PMP certification. That being said we rarely see more than 50 at the monthly chapter meeting.

I would like to invite you to attend a dinner meeting or two in 2010. If you have not done so in awhile, you will find that the program folks have been to presenting a series of educational opportunities to add power tools to your tool chest and have coined a new term PMBOT, Project Managers Body of Tools. Please consider joining us at the next meeting.

We have two new Study Groups starting this month, if you are thinking about obtaining your PMP this is an excellent way to prepare for the exam.

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President’s Message January 2010

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I would like to address the LinkedIn problems that we have experienced this year. We have regained control of that group and we are processing memberships that were pending for the group. If you wish to join, please make sure that the email address you use for your PMI registration and LinkedIn are the same, this is the only way for us to make sure that all members of the group are chapter members. I would like to apologize for these delays, and assure you that we are working on policies for the management of this in the future.

I would like to leave you with this quote to start the New Year...May yours be, happy and healthy...

“We spend January 1 walking through our lives, room by room, drawing up a list of work to be done, cracks to be patched. Maybe this year, to balance the list, we ought to walk through the rooms of our lives... not looking for flaws, but for potential.” - Ellen Goodman

As always our continued mission this year will be to provide networking and education opportunities that deliver real value, to you our members. This is your chapter and we are always we are open to comments, ideas and suggestions. Please feel free to contact me or any of your chapter leadership.

See you at the next chapter meeting!

Sincerely,

Raymond C. Peeples Jr.

President

PMI New Hampshire Chapter

If you have any questions or concerns, please don’t hesitate to contact me at: president@pmi-nh.org



**PMI New Hampshire Chapter’s
Networking Group
Networking by Project Managers for
Project Managers**

- Regular bi-weekly meetings held in Derry, NH.
- **No** cost to chapter members.
- Visit the chapter website at PMI-NH.org for more information and contact details.

GUEST ARTICLE

True Time Management

by Star Dargin

Thank you to those that were at my talk on Time Management last month. I have always known this secret and I'm guessing you have too. Time Management and Project Management are closely related disciplines. Additional proof of it was at the talk that night a handful of PM's admitted that they have their life scheduled in a planning tool. We know a birthday is nothing more than a milestone and our life, nothing more than a project! As PM's we are trained and capable of managing anything, anywhere at any time. However, the challenge to time management requires awareness, courage, and the capability to change. Time management is a sheep in wolf's clothing. It is so much more than learning a new tool. Nobody will be delivering you a scope statement on your life. Finding the time to get clarity and specific on your goals, values, beliefs, and what's important for you is a key to successful time management. This is especially true for some of the more intangible goals such as happiness. As Abraham Lincoln said, "A goal properly set is halfway reached." You are doing time management right now and it is taking you someplace.

Each decision, action, and thought you undertake today has the potential to cause an outcome. The question is where is it taking you? An example is lifestyle, each day we take conscious and unconscious actions around food, exercise, and other habits. According to the book, YOU: The Owner's Manual, 70% of these choices will determine how well and how long you live. As PM's we are experts at managing projects. To become experts at time management are we willing to courageously step back, exam, and perhaps change what we are managing? That is the essence of true time management.

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About the Author:



Star Dargin is the principal of Star Leadership, LLC. Star's coaching and training style offers the ability to provide strong, rapport-building, and inclusive approach to analysis and problem-solving. Her background includes experience in the areas of engineering, leadership, and project management, consultation, teaching and coaching.

Learn more about Star Leadership at:

www.starleadershipllc.com

Board Member Profile

Director of Marketing

As the Director of Marketing, my role on the Board is to increase visibility and the business value of our organization.

In PMI-NH chapters 10 year history this has primarily been an internal marketing role, promoting the chapter within the chapter, and has included purchasing many of the items that we have with the PMI-NH logo on them – pens, pad of paper, lapel pins, etc.

I have been on the Board now for just over one and a half years. At this time, I think it is critical we increase our external visibility. Project managers get things done – this is true across a variety of sectors and industries – and we deserve some mention of this despite the high unemployment rate that is currently affecting us.

To increase our external visibility, I proposed to the Board that we begin advertising in NH Business Review (NHBR) which is read by C-level executives who work/reside in NH.

This motion was approved and we have started advertising. If you're not familiar with this paper, it is available on newsstands and at your library. PMI-NH will also be appearing in NHBR's Annual Book of Lists in the Business Services section.

I have also begun establishing affiliations for PMI-NH connecting with other business oriented non-profits within the state. This increases awareness and builds connection. I have heard from more than one person "Oh I didn't even know you were here in NH".

While hiring managers know that the PMP credential is critical, and we know from our day to day work that results speak much louder than words, comments like this indicate PMI-NH might be a well kept secret.

If you have suggestions on how we can best increase visibility within the business community, please let me know.



Symantha Gates, PMP/CSM

The Alternate Angle ... on Milestone Progress

by Steven Lapinskas, PMP

Editor – PMI NH Chapter Newsletter

The Alternate Angle is a commentary on issues in project management. Feedback is welcome at newsletter@pmi-nh.org.

First lawyer to second lawyer: “You forgot the first lesson they taught you in law school.”

Second lawyer responds: “What’s that?”

First lawyer replies: “Never ask a question without knowing the answer first...”

This is useful wisdom for project managers updating the progress toward completing milestones.

Updates done in the environment of a group meeting can present challenges you need to be aware of and overcome.

Regardless of contemporary business exclamations about the "supportive environment" and "it's OK to fail", many people find it hard to say they won't be able to deliver on a commitment.

There are a several reasons why team members may be less than candid when reporting.

First, there's the effect of peer pressure in a group meeting environment. It can be difficult to talk about not being on schedule in this situation with everyone around the table. There may be a fear of being perceived as less capable than others on the team. Finally, there may be concern that performance will have an effect on career progress. All these act as powerful disincentives.

As a project manager you need to know if you are going to get the "real" answer to your question "Where are we now?"

Start with getting up and stepping away from the computer. You can't do this by e-mail and it has to be part of a regular routine.

Talk with team members regularly. It won't work when done sporadically or the day before a scheduled meeting.

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Questions about being on time and whether there are problems can result in answers too short for any insight. " Yes, I am " and " No, there aren't " are likely responses.

Instead, ask indirect questions around the deliverable.

For example: There's a milestone for developing a software application.

Ask questions that can't be answered with a "yes" or "no".

Something along the lines of: "How much easier is that code module to integrate than the previous revision?" ... "What sort of testing has this saved you compared with before?"...and so on.

Positive comments like how the module is trouble free, easy to work with, and tests faster should give you confidence in a status update saying this activity on track for completion.

On the other hand, comments such as "It's hard to get answers about questions on the interface"..or "It's taking forever to get small changes to work..." are signs there's difficulty. Be wary about any answers that the activity will complete on time.

Knowing what the answer should be *before asking the question* makes the difference between delivering on time or just delivering – sometime later.

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