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PROJECT MANAGEMENT

ACHIEVING COMPETITIVE ADVANTAGE

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To Mary Beth, my wife and best friend, with the most profound thanks and love for her unwavering support. And, to our children, Emily, AJ, and Joseph—three "projects" that are definitely over budget but that are performing far better than I could have hoped!

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Library of Congress Cataloging-in-Publication Data on File

1 18

ISBN 10: 0-134-73033-X
ISBN 13: 978-0-134-73033-2



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PREFACE

Project management has become central to operations in industries as diverse as construction and information technology, architecture and hospitality, and engineering and new product development; therefore, this text simultaneously embraces the general principles of project management while addressing specific examples across the wide assortment of its applications. This text approaches each chapter from the perspective of both the material that is general to all disciplines and project types and that which is more specific to alternative forms of projects. One way this is accomplished is through the use of specific, discipline-based examples to illustrate general principles as well as the inclusion of cases and Project Profiles that focus on more specific topics, such as, Chapter 5's treatment of IT "death march" projects (see Box 5.1 below).

BOX 5.1

Project Management Research in Brief

Information Technology (IT) Project "Death Marches": What Is Happening Here?

Every year, billions of dollars are spent on thousands of information technology (IT) projects worldwide. With the huge emphasis on IT products and advances in software and hardware systems, it is no surprise that interest in this field is exploding. Under the circumstances, we would naturally expect that, given the importance of IT projects in both our corporate and everyday lives, we are doing a reasonably good job of implementing these critical projects, right? Unfortunately, the answer is a clear "no." In fact, IT projects have a terrible track record for delivery, as numerous studies have shown. How bad? The average IT project is likely to be 6 to 12 months *behind* schedule and 50% to 100% *over* budget. Of course, the numbers vary with the size of the project, but the results still suggest that companies should expect their IT projects to lead to wasted effort, enormous delays, burnout, and many lost weekends while laboring for success with the cards stacked the other way.

What we are referring to here are "death march" projects. The death march project is typically one in which the project is set up for failure through the demands or expectations that the company places on it, leaving the intention that the project team will pull off a miracle. The term *death march* invokes images of team members wearily trudging along mile after mile, with no possibility of successful conclusion in sight. Death march projects are defined as projects "whose parameters exceed the norm by at least 50%." In practical terms, this can mean:

- The schedule has been compressed to less than half the amount estimated by a rational estimating process (e.g., the schedule [illegible] the company that won the project did so at such a cut-rate price that it cannot possibly hire enough people [illegible]
- The project manager has no authority over the resources (people) needed to complete the project (e.g., a project manager from engineering has to borrow testing engineers from another group).
- The budget and other necessary resources are cut in half (e.g., as a result of downsizing and other cost-cutting exercises in the company, everyone is expected to "do more with less", or competitive bidding to win the contract was so intense that when the smoke cleared the company that won the project did so at such a cut-rate price that it cannot possibly hire enough people to [illegible]

The result of any or all of these starting conditions is a virtual guarantee that the project will fail. The prevalence of death march projects begs the question: Why are death march projects so common, and why do they continue to occur? According to the research, there are a number of reasons:

1. Politics—the project may be the result of a power struggle between two ambitious senior executives, or it may have been set up to fail as a form of revenge upon some manager. In these cases, the project manager just gets caught in the blast zone.
2. Naïve promises made by marketing executives or inexperienced project managers—inexperience can result in all sorts of promises made, including those that are impossible to fulfill. In order to impress the boss, a new project manager may promise more than he can deliver. Marketing managers who are concerned with sales and how to improve them may think, "what's a little exaggerated promise if it closes the deal?"
3. Naïve optimism of youth—a technical hotshot who is ambitious and feeling particularly cocky one day may make exaggerated promises that quickly result in the project team getting in over its head. Optimism is no substitute for careful planning.

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Students in project management classes come from a wide and diverse cross section of university majors and career tracks. Schools of health, public administration, business, architecture and the built environment, engineering, information systems, and hospitality are all adding project management courses to their catalogs in response to the demands from organizations and professional groups that see their value for students' future careers. Why has project management become a discipline of such tremendous interest and application? The simple truth is that we live in a "projectized" world. Everywhere we look, we see people engaged in project management. In fact, project management has become an integral part of practically every firm's business model.

This text takes a holistic, integrated approach to managing projects, exploring both technical and managerial challenges. It not only emphasizes individual project execution, but also provides a strategic perspective, demonstrating the means with which to manage projects at both the program and portfolio levels.

At one time, project management was almost exclusively the property of civil and construction engineering programs where it was taught in a highly quantitative, technical manner. "Master the science of project management," we once argued, "and the 'art' of project management will be equally clear to you." Project management today is a complex "management" challenge requiring not only technical skills but a broad-based set of people skills as well. Project management has become the management of technology, people, culture, stakeholders, and other diverse elements necessary to successfully complete a project. It requires knowledge of leadership, team building, conflict resolution, negotiation, and influence in equal measure with the traditional, technical skill set. Thus, this textbook broadens our focus beyond the traditional project management activities of planning and scheduling, project control, and termination, to a more general, inclusive, and, hence, more valuable perspective of the project management process.

NEW TO THIS EDITION

New Features

- Sustainability in Project Management
- Employability Skills
- Project Management Ethics
- MS Project 2016 Step-by-Step Tutorials
- New Project Managers in Practice Profiles
- Project Portfolio selection
- Expanded discussion of Agile project management
- Updated problems in chapters
- Updated Internet Exercises
- Expanded PMP Certification Exam sample questions
- New project management cases
- All MS Project examples and screen captures updated to MS Project 2016

New Projects in Practice

Chapter 1: Introduction: Why Project Management?
- Development Projects that are Transforming Africa
- President Obama Signs the Program Management Improvement and Accountability Act
- [illegible] Crossrail Project Management Project

Chapter 2: The Organizational Context: Strategy, Structure, and Culture
- The Airbus A-380: A Failure of Strategy?
- Electronic Arts and the Power of Strong Culture in Design Teams

Chapter 3: Project Selection and Portfolio Management
- Project Selection Procedures: A Cross-Industry Sampler

Chapter 4: Leadership and the Project Manager
- NASA Taps a Leader with the Right Stuff to Run Their Mars 2020 Project
- Leading by Example for the London Olympics—Sir John Armitt
- Brazilian Construction Giant Caught in Wide-Spread Corruption Scandal

Chapter 5: Scope Management
- Berlin's Brandenburg Willy Brandt International Airport
- Nicaragua's Canal and Sustainability Challenges
- Boeing's Virtual Fence
- California's High-Speed Rail Project
- The Expeditionary Fighting Vehicle

Chapter 6: Project Team Building, Conflict, and Negotiation
- Team Building Events – Heli-Skiing and Zombie Apocalypses
- Engineers Without Borders: Project Teams Impacting Lives

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Chapter 7: Risk Management
- Samsung's Galaxy Note 7 – Failure to Manage a New Product for Risk
- Japan Decommissions a $9 Billion Nuclear Reactor that was Hardly Used
- Collapse of Shanghai Apartment Building
- The Building That Melted Cars

Chapter 8: Cost Estimation and Budgeting
- New York City's Second Avenue Subway – Two Miles Completed for *Only* $5 Billion Spent
- Sochi Olympics—What's the Cost of National Prestige?
- The Hidden Costs of Infrastructure Projects: The Case of Building Dams

Chapter 9: Project Scheduling: Networks, Duration Estimation, and Critical Path
- Preparing for a Major Golf Tournament – It's a Long Road to the First Tee
- Moving the Historic Capen House

Chapter 10: Project Scheduling: Lagging, Crashing, and Activity Networks
- Kiruna, Sweden – A Town on the Move!

Chapter 11: Critical Chain Project Scheduling
- General Electric – Using Agile Methods to Speed New Project Delivery
- Eli Lilly Pharmaceutical's Commitment to Critical Chain Project Scheduling

Chapter 12: Resource Management
- Environmental Concerns and Political Leadership Impact Fossil Fuel Project Cancellations
- "First Come, First Served": Resource Challenges for Sunrise Restoration

Chapter 13: Project Evaluation and Control
- U.S. Army Can't Track Spending on its Spending Tracker Project
- Earned Value Management at Northrop Grumman
- Dear Mr. President—Please cancel our project!: The Honolulu Elevated Rail Project

Chapter 14: Project Closeout and Termination
- Amazon's Golden Touch Fails with a High-Tech Gadget
- [illegible] Project Cancelled [illegible]
- New Jersey Rails Wields the Ultimate Project
- The Navy Struggles to Avoid Cancellation of its Littoral Combat Ship Program

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SOLVING TEACHING AND LEARNING CHALLENGES

Projects continue to drive innovation and advances in human development globally. Evidence from businesses, government offices, public and private organizations, and volunteer groups all point to the way in which project-based work has become central to the challenges new generations of college graduates will face. Many students initially have a difficult time understanding why projects form such a central theme in their current academic undertakings and how these project challenges will continue to grow as they move into the workforce. In project management courses in business, engineering, health administration, hospitality, and science programs, the challenge faculty and students often face is to personalize these ideas to the roles their students are preparing to undertake. Moreover, one of the principal challenges of effectively teaching project management is to understand that project management duties are broad and diverse; most particularly, they require computational, software, and organizational/behavioral knowledge. Some of our students are quickly able to understand the computational elements of using mathematical models to select projects, developing schedules and networks, using Microsoft Project and other software packages, and tracking projects, while finding the "people" skills in leading a project team daunting. Alternatively, other students are comfortable with financial and managerial concepts but experience more difficulty in transitioning to statistical, software, or arithmetic challenges. The fascinating nature of project management is that it requires students to develop a mastery of both the "people" and "numbers" sides of the discipline. Short of the CEO's office, in no other position in an organization are the duties as broad and diverse as those found in the project manager role—developing

strategies, financing, planning, budgeting, negotiating, leading, controlling, and motivating—these are all routine responsibilities of project managers.

To illustrate the computational challenges of project management, we provide many chapters, cases, and examples of how to use financial models to select a project portfolio, how to develop project networks and identify the critical path, how to use MS Project to engage its planning and tracking tools, and how to employ earned value and other methods for accurately determining the status of projects. Managerial challenges are addressed through chapters, profiles, and cases that highlight leadership, stakeholder management, team development, conflict and negotiation, ethical challenges, and project sustainability. Project management is a dynamic undertaking. We employ a simple visual device (see Figure 1.12 below) to demonstrate the manner in which technical and managerial challenges intermingle, as the project moves through its development cycle. Referring to this visual can help students understand the project life cycle and project manager duties across its development.

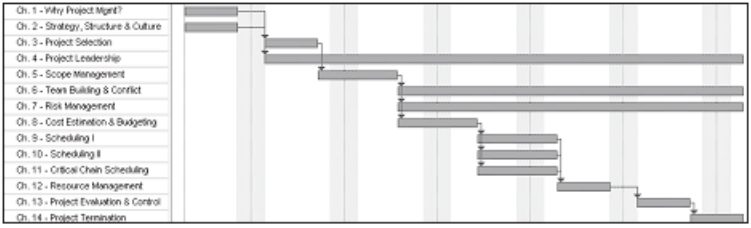


Figure 1.12

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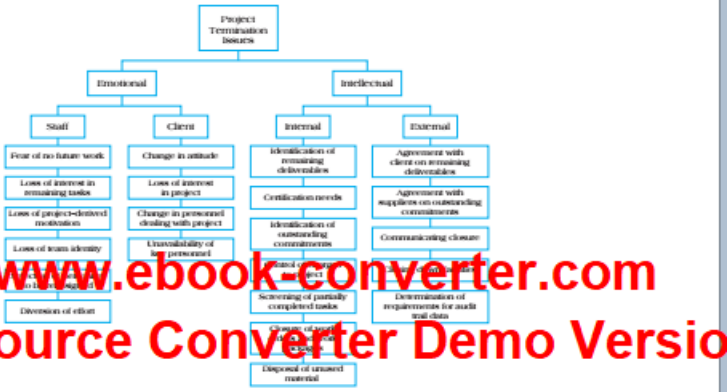
To support these teaching initiatives, the text employs a wide variety of pedagogical approaches, including tutorials and screen captures of Microsoft Project for scheduling and project management applications, problems and mini-cases (Excel files), chapter-level quizzes, student-developed their own projects, templates for planning and project charters, and other devices to support student learning and computational skills. Additionally, the text uses cases and profiles of current examples of projects from a wide variety of industries. Just as projects are ubiquitous across a wide variety of industries, the cases and examples in this text cover new product development, construction and infrastructure, hospitality, software and programming, as well as many other project examples. The cases and profiles were deliberately created to demonstrate the breadth of project challenges in order to reinforce for students that regardless of their undergraduate degree or career aspirations, they will be heavily involved in project-based work.



- ***Project Profiles***—Each chapter contains one or more Project Profiles that highlight current examples of project management in action. Some of the profiles reflect on significant achievements; others detail famous (and not-so-famous) examples of project failures. Because they cover diverse ground (IT projects, construction, new product development, and so forth), there should be at least one profile per chapter that is meaningful to the class's focus. There is a deliberate effort made to offer a combination of project success stories and project failures. While successful projects can be

instructive, we often learn far more from examining the variety of reasons why projects fail. As much as possible, these stories of success and failure are intended to match up with the chapters to which they are attached. For example, as we study the uses of projects to implement corporate strategy, it is useful to consider the current status of Airbus's A380, the massively expensive, double-decker aircraft that appears to be ripe for early cancellation because of mediocre sales.

- ***Cases***—At the end of each chapter are some final cases that take specific examples of the material covered in the chapter and apply them in the alternate format of case studies. Some of the cases are fictitious, but the majority of them are based on real situations, even where aliases mask the real names of organizations. These cases include discussion questions that can be used either for homework or to facilitate classroom discussions. There are several "classic" project cases as well, highlighting some famous (and infamous) examples of projects whose experiences have shaped our understanding of the discipline and its best practices.



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- ***Integrated Project Exercises***—Many of the chapters include an end-of-chapter feature that is unique to this text: the opportunity to develop a detailed project plan. A very beneficial exercise in project management classes is to require students, either in teams or individually, to learn the mechanics of developing a detailed and comprehensive project plan, including scope, scheduling, risk assessment, budgeting, and cost estimation. The Integrated Project exercises afford students the opportunity to develop such a plan by assigning these activities and illustrating a completed project (ABCups, Inc.) in each chapter. Thus, students are assigned their project planning activities and have a template that helps them complete these exercises.

Lastly, this text supports the employability skills goal that Pearson actively promotes in its publications by linking to important materials and knowledge from the Project Management Institute, the world's largest professional project management association. The text uses terminology for their Project Management Body of Knowledge (PMBoK), employs the PMBoK glossary of terms, and includes an expanded set of sample Project Management Professional (PMP) certification exam questions at the end of most chapters. Faculty can demonstrate that these chapters highlight critical

project management duties but also point to the professionalism opportunities from project management careers.

- ***Integration with the PMBOK***—As a means to demonstrate the coverage of the critical PMBOK elements, readers will find that the chapters in this text identify and cross-list the corresponding knowledge areas from the latest, fifth edition of PMBOK. Further, all terms (including the Glossary) are taken directly from the most recent edition of the PMBOK.

5.19 A hospital expansion is being planned for a community. As part of the scope of this project, it will be necessary to close down the access routes into the emergency room for major remodeling. However, because this is the only hospital for trauma cases within 50 miles, it is not possible to completely shut down the emergency room. The project team will have to find a means to remodel the emergency room while allowing for continuous operation of the unit. This is an example of what?
a. Negotiation points with the owner
b. Constraints
c. Initial assumptions
d. Milestone development

- ***Inclusion of Sample PMP Certification Exam Questions***—The Project Management Professional (PMP) certification represents the highest standard of professional qualification for a practicing project manager and is administered by the Project Management Institute. As of 2017, there were more than 775,000 PMPs worldwide. In order to attain PMP certification, it is necessary for candidates to undergo a comprehensive exam that tests their knowledge of all components of the PMBOK. This text includes an expanded set of sample PMP certification exam questions at the end of most of the chapters, in order to give readers an idea of the types of questions typically asked on the exam and how those topics are treated in this book.

DEVELOPING EMPLOYABILITY SKILLS

Careers in project management are in high demand, and those numbers continue to grow dramatically. Data collected in 2016 by the U.S. Bureau of Labor Statistics and the Anderson Economic Group assessed the popularity of jobs in project-based industries and concluded that there are outstanding opportunities for jobs and career growth in the discipline of project management. Moreover, it is expected that future demand for project managers will continue to grow *faster* than demand for workers in other professions. Further, this demand for trained project managers is currently expected to far outstrip the current supply of qualified individuals capable of performing [illegible] in exceptionally high demand and are expected to remain that way for the next decade (at least, through 2027). Eleven countries studied by the Anderson Economic Group, including the United States and Canada, Brazil, Germany, China, India and Japan, [illegible] all projecting millions of project management jobs available in the next several years in diverse industries, including construction, healthcare, new product development, services and hospitality, and information technology (IT). Finally, two critical pieces of information highlight this accelerating demand for project management professionals: first, the percentage of those in project-oriented occupations will become a larger proportion of total employment, with anticipated growth from 5.6% in 2006 to 8.3% in 2017. Second, wages in 2017 for project management-oriented professionals reflect far higher average salaries than non-project-oriented professionals, with a premium of 82% over non-project workers. Clearly, the data make a strong case that project management skills are a critical means by which students can enhance their employability.

This text reinforces Pearson's commitment to producing not only innovative educational content but ensuring that the material covered in their products addresses the critical skills that employers are looking for. As part of a recent, large-scale study, involving hundreds of respondents from universities and public and private organizations, Pearson identified a set of "employability skills," those abilities that businesses deem crucial for their new hires. These skills include: 1) communication, 2) critical thinking, 3) collaboration, 4) knowledge application and analysis, 5) business ethics and social responsibility, 6) information technology application and computer skills, and 7) data literacy. We have modeled the text material, exercises, tutorials, and case material to address each of these seven employability skills in order to provide students with the maximum advantage when transitioning from the classroom to the business enterprise. With this textbook, *Project Management: Achieving Competitive Advantage*, students receive the dual benefit of acquiring the latest information and employability skills in a discipline that is in extraordinarily high demand.

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INSTRUCTOR TEACHING RESOURCES

At the Instructor Resource Center, *www.pearsonhighered.com/irc*, instructors can easily register to gain access to a variety of instructor resources available with this text in downloadable format. If assistance is needed, our dedicated technical support team is ready to help with the media supplements that accompany this text. Visit *https://support.pearson.com/getsupport* for answers to frequently asked questions and toll-free user support phone numbers.

This program comes with the following teaching resources:

Supplements available to instructors at *www.pearsonhighered.com/irc*	Features of the Supplement
Instructor's Solution Manual authored by Jeffrey Pinto	• Chapter-by-chapter summaries • Teaching outlines • Solutions to all questions and problems in the book
Test Bank authored by Jennifer Morin from University of Central Florida	1400 multiple-choice, true/false, short answer, and graphing questions with these annotations: • Difficulty level (1 for straight recall, 2 for some analysis, 3 for complex analysis) • Section number and name • Learning outcome • Application type • AACSB learning standard (Ethical Understanding and Reasoning; Analytical Thinking; Information Technology; Diverse and Multicultural Work; Reflective Thinking; Application of Knowledge)
Computerized TestGen®	TestGen allows instructors to • Customize, save, and generate classroom tests • Edit, add, or delete questions from the test item files • Analyze test results • Organize a database of tests and student results.
PowerPoint® Presentations authored by Jennifer Morin from University of Central Florida	Slides include all the graphs, tables, and equations in the textbook. PowerPoints are compliant with Section 508 of the Rehabilitation Act (accessibility) for students with disabilities. Features include, but are not limited to: • Keyboard and screen reader access • Alternative text for images • High color contrast between background and foreground colors

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ACKNOWLEDGMENTS

In acknowledging the contributions of past and present colleagues to the creation of this text, I must first convey my deepest thanks and appreciation for the 30-year association with my original mentor, Dr. Dennis Slevin of the University of Pittsburgh's Katz Graduate School of Business. My collaboration with Denny on numerous projects has been fruitful and extremely gratifying, both professionally and personally. In addition, Dr. David Cleland's friendship and partnership in several ventures has been a great source of satisfaction through the years. A frequent collaborator who has had a massive influence on my thinking and approach to understanding project management is Professor Peter W. G. Morris, lately of University College London. Working with him has been a genuine joy and constant source of inspiration. Additional mentors and colleagues who have strongly influenced my thinking include Rodney Turner, Janice Thomas, David Frame, Nuno Gil, Ralf Müller, Andrew Davies, Jonas Soderlund, Young Kwak, Rolf Lundin, Lynn Crawford, Christophe Bredillet, Graham Winch, Terry Williams, Terry Cooke-Davies, and Karlos Artto. Each of these individuals has had a profound impact on the manner in which I view, study, and write about project management. I am also grateful for the collaboration with Jennifer Morin and Gada Baz, who contributed cases to this edition of the text. I have enjoyed very much working with them and appreciate their commitment to the book.

Over the years, I have also been fortunate to develop friendships with some professional project managers whose work I admire enormously. They are genuine examples of the best type of project manager: one who makes it all seem effortless while consistently performing minor miracles. In particular, I wish to thank Mike Brown of Rolls-Royce for his friendship and example. I would also like to thank friends and colleagues from the Project Management Institute, including Lew Gedansky, Harry Stephanou, and Eva Goldman, for their support for and impact on this work.

I am indebted to the reviewers of this text whose numerous suggestions and critiques have been an invaluable aid in shaping its content. Among them, I would like to especially thank the following:

Kwasi Amoako-Gyampah— University of North Carolina, Greensboro
Ravi Behara—George Mason University
Jeffrey L. Brewer—Purdue University
Dennis Cioffi—George Washington University
David Clapp—Florida Institute of Technology
Bruce DeRuntz—Southern Illinois University at Carbondale
Ike Ehie—Kansas State University
Michael H. Ensby—Clarkson University
Lynn Fish—Canisius College
Linda Fried—University of Colorado, Denver
Mario Guimaraes—Kennesaw State University
Richard Gunther—California State University, Northridge
Brian Gurney—Montana State University, Billings
Gary Hackbarth—Iowa State University
Mamoon M. Hammad—George Washington University
Scott Robert Homan—Purdue University
John Hoxmeier—Colorado State University
[illegible]
Richard Jensen—Hofstra University
Robert Key—University of Phoenix
[illegible]
Dennis Krumwiede—Idaho State University
George Mechling—Western Carolina University
Julia Miyaoka—San Francisco State University
LaWanda Morant—ITT Technical Institute
Robert Morris—Florida State College at Jacksonville
James Muller—Cleveland State University
Kenneth E. Murphy—Willamette University
John Nazemetz—Oklahoma State University
Patrick Penfield—Syracuse University
Ronald Price—ITT Technical Institute
Ronny Richardson—Southern Polytechnic State University
John Sherlock—Iona College
Gregory Shreve—Kent State University
Randall G. Sleeth—Virginia Commonwealth University
Kimberlee Snyder—Winona State University
Jeff Trailer—California State University, Chico
Leo Trudel—University of Maine

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Oya Tukel—Cleveland State University
Darien Unger—Howard University
Amy Valente—Cayuga Community College
Stephen Whitehead—Hilbert College

I would also like to thank my colleagues in the Samuel Black School of Business at Penn State, the Behrend College. Extra-special thanks go to Kerri Tomasso for her help in preparing the final manuscript and for her integral role in permissions research and acquisitions. I am especially indebted to Khurrum Bhutta, who checked this edition for accuracy. I am very grateful for his time and effort, and any errors that may remain are entirely my own.

In developing the cases for this edition of the textbook, I was truly fortunate to develop wonderful professional relationships with a number of individuals. Andrea Finger and Kathleen Prihoda of Disney were wonderfully helpful and made time in their busy schedules to assist me in developing the Expedition Everest case for this text. Theresa Hinkler, Bill Mowery, Mathew Paul, Christopher Fultz, Robert Tanner, and James Devine provided me with invaluable information on their job responsibilities and what it takes to be a successful project manager.

Finally, I wish to extend my sincere thanks to the people at Pearson for their support for the text during its development, including Neeraj Bhalla, editor, and Sugandh Juneja, content producer. I also would like to thank the Pearson editorial, production, and marketing staffs.

FEEDBACK

The textbook team and I would appreciate hearing from you. Let us know what you think about this textbook by writing to college.marketing@pearson.com. Please include "Feedback about Pinto" in the subject line.

If you have questions related to this product, please contact our customer service department online at *https://support.pearson.com/getsupport*.

Finally, it is important to reflect on an additional salient issue as you begin your study of project management: *most of you will be running a project long before you are given wider management responsibilities.* [illegible] and bear the imprint of the fast track. I wish you great success.

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Dr. Jeffrey K. Pinto is the Andrew Morrow and Elizabeth Lee Black chair in the Management of Technology in the Sam and Irene School of Business at Penn State, the Behrend College. Dr. Pinto held previous academic appointments at the University of Cincinnati and the University of Maine. In 2016, he was a visiting scholar at the Kemmy School of Business, University of Limerick, Ireland. He is the program chair for Penn State's Master of Project Management program. The author or editor of 28 books and over 150 scientific papers that have appeared in a variety of academic and practitioner journals, books, conference proceedings, video lessons, and technical reports, Dr. Pinto's work has been translated into nine languages. He served as editor of the *Project Management Journal*, is past department editor for R&D and engineering projects with *IEEE Transactions on Engineering Management*, and serves on several other journal editorial boards. With over 30 years' experience in the field of project management, Dr. Pinto is a two-time recipient of the Distinguished Contribution Award from the Project Management Institute for outstanding service to the project management profession. He received PMI's Research Achievement Award in 2009 for outstanding contributions to project management research. In 2017, he received the Research Achievement Award from the International Project Management Association in recognition of his career research contributions to the field of project management.

Dr. Pinto has taught and consulted widely in North America, South America, and Europe on a variety of topics, including project management, new product development, supply chain management, information systems implementation, organization development, leadership, and conflict resolution.

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1

Introduction

Why Project Management?

Chapter Objectives

After completing this chapter, you should be able to:

- **1.1** Understand why project management is becoming such a powerful and popular practice in business.
- **1.2** Recognize the basic properties of projects, including their definition.
- **1.3** Understand why effective project management is such a challenge.
- **1.4** Understand and explain the project life cycle, its stages, and the activities that typically occur at each stage in the project.
- **1.5** Understand the concept of project "success," including various definitions of success, as well as the alternative models of success.
- **1.6** Understand the purpose of project management maturity models and the process of benchmarking in organizations.
- **1.7** Recognize the role of project management in developing employability skills for university graduates.

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PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER

1. Definition of a Project (PMBoK sec. 1.2)
2. Definition of Project Management (PMBoK sec. 1.3)
3. Relationship to Other Management Disciplines (PMBoK sec. 1.4)
4. Project Phases and the Project Life Cycle (PMBoK sec. 2.1)

The world acquires value only through its extremes and endures only through moderation; extremists make the world great, the moderates give it stability.[1]

PROJECT PROFILE

Development Projects that are Transforming Africa

The African continent is on the verge of massive changes, and projects are helping to raise the standard of living for its inhabitants. The current population of 1.2 billion is expected to double by 2050, growing at some 42 million people per year. Managing the means to accommodate this expansion is the goal of a number of governmental agencies, non-governmental organizations (NGOs), and international bodies. In order to bring prosperity to a continent that has suffered through decades of misrule, colonial exploitation, and regional conflicts, dozens of important infrastructure projects are being undertaken to improve standards of living and accommodate the needs of this rapidly-increasing population. Among the major infrastructure projects that offer great promise are:

1. The North-South Corridor – In 2009, the Common Market of Eastern and Southern Africa began work on a series of road and railways designed to link seven countries and covering more than 6,000 miles. At a cost of over $1 billion,



FIGURE 1.1 South Africa's Jasper Solar Farm
Source: Mikeledray/Shutterstock

the North-South Corridor is expected to improve the flow of people and goods across national boundaries, generating commerce and trade.

2. Technology Hubs – A Chinese development firm, Zendai Property, announced in 2013 the investment of $8 billion to build a hub for Chinese firms investing in African infrastructure. This hub, named Modderfontein New City, is being constructed [illegible] billion [illegible] refers to Konza as the start of the "silicon savannah."
3. Tanzania's Bagamoyo Port is slated to become Africa's largest port, with a capability of handling more than 20 million [illegible] construction [illegible] million [illegible] to [illegible] operational [illegible] by 2025.
4. Giant Dams – The Grand Ethiopian Renaissance Dam (budgeted at $4.8 billion) is intended to provide hydroelectric power to Ethiopia and several neighboring countries. Congo's Grand Inga Dam, with its expected cost of over $100 billion, will become the largest energy-generating dam in the world and is slated for completion in 2025.
5. South Africa's Jasper Solar Farm – Opened in 2015, the solar farm produces enough energy to power 80,000 homes. It is the largest solar power project on the African continent.
6. The "New Suez Canal" – Construction started on the expansion of the existing Suez Canal in 2014, with the goal of adding a new 22-mile shipping lane. The expansion is expected to double Egypt's annual revenue from canal traffic.
7. Expansion of Cement Production – Dangote Cement, headquartered in Lagos, Nigeria, in 2015 signed contracts with a Chinese firm to increase its cement manufacturing capacity across 15 countries to 100 million tons by 2020. This huge increase in cement production will fuel additional infrastructure projects on the African continent for decades to come.

Raising the standard of living for an entire continent with a large expected population increase is a challenging goal. In order to accommodate the needs of these population changes, as well as improve the living standards for the entire continent, it is vital that projects be undertaken that can provide value both commercially and environmentally. Successful project management offers the means to get the best out of "good intentions" by ensuring that these and other funded projects are implemented as efficiently and effectively as possible. When development projects are viewed as the roots for future expansion, it is easy to understand their importance. Future improvements in living standards depend on the current projects being done right, as the success of these projects will spawn the need and support the willingness of firms and governments to invest in subsequent projects.[2]

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The Need for Projects

LO 1.1 Understand why project management is becoming such a powerful and popular practice in business.

Projects are one of the principal means by which we change our world. Whether the goal is to split the atom, tunnel under the English Channel, introduce Windows 10, or plan the 2018 Winter Olympic Games in Pyeongchang, South Korea, the means through which to achieve these challenges remains the same: project management. Project management has become one of the most popular tools for organizations, both public and private, to improve internal operations, respond rapidly to external opportunities, achieve technological breakthroughs, streamline new product development, and more robustly manage the challenges arising from the business environment. Consider what Tom Peters, best-selling author and management consultant, has to say about project management and its place in business: "Projects, rather than repetitive tasks, are now the basis for most value-added in business."[3] Project management has become a critical component of successful business operations in worldwide organizations.

One of the key features of modern business is the nature of the opportunities and threats posed by external events. As never before, companies face international competition and the need to rapidly pursue commercial opportunities. They must modify and introduce products constantly, respond to customers as fast as possible, and maintain competitive cost and operating levels. Does performing all these tasks seem impossible? At one time, it was. Conventional wisdom held that a company could compete using a low-cost strategy *or* as a product innovator *or* with a focus on customer service. In short, companies had to pick their competitive niches and concede others their claim to market share. In the past 20 years, however, everything turned upside down. Companies such as General Electric, Apple, Ericsson, Boeing, and Oracle became increasingly effective at realizing all of these goals rather than settling for just one. These companies seemed to be successful in every aspect of the competitive model: They were fast to market *and* efficient, cost-conscious, *and* customer-focused. How were they performing the impossible?

Obviously, there is no one answer to this complex question. There is no doubt, however, that [illegible] to project management as a competitive tool. Old middle managers, reported *Fortune* magazine,

[illegible]inosaurs, [and] a new class of manager mammal is evolving to fill the niche they once [illegible] Managers like this bold new breed don't [illegible] manage projects. They [illegible] and adapt faster than the beast he's displacing, more likely to live by his wits than throwing his weight around.[4]

Effective project managers will remain an indispensable commodity for successful organizations in the coming years. More and more companies are coming to this conclusion and adopting project management as a way of life. Indeed, companies in such diverse industries as construction, heavy manufacturing, insurance, health care, finance, public utilities, and software are becoming project savvy and expecting their employees to do the same.

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What is a Project?

LO 1.2 Recognize the basic properties of projects, including their definition.

Although there are a number of general definitions of the term **project**, we must recognize at the outset that projects are distinct from other organizational processes. As a rule, a **process** refers to ongoing, day-to-day activities in which an organization engages while producing goods or services. Processes use existing systems, properties, and capabilities in a continuous, fairly repetitive manner.[5] Projects, on the other hand, take place outside the normal, process-oriented world of the firm. Certainly, in some organizations, such as construction, day-to-day processes center on the creation

and development of projects. Nevertheless, for the majority of organizations project management activities remain unique and separate from the manner in which more routine, process-driven work is performed. Project work is continuously evolving, establishes its own work rules, and is the antithesis of repetition in the workplace. As a result, it represents an exciting alternative to "business as usual" for many companies. The challenges are great, but so are the rewards of success.

First, we need a clear understanding of the properties that make projects and project management so unique. Consider the following definitions of projects:

> A project is a unique venture with a beginning and end, conducted by people to meet established goals within parameters of cost, schedule, and quality.[6]
>
> Projects [are] goal-oriented, involve the coordinated undertaking of interrelated activities, are of finite duration, and are all, to a degree, unique.[7]
>
> A project can be considered to be any series of activities and tasks that:
>
> - Have a specific objective to be completed within certain specifications
> - Have defined start and end dates
> - Have funding limits, if applicable
> - Consume human and nonhuman resources, such as money, people, equipment
> - Are multifunctional (i.e., cut across several functional lines)[8]
>
> [A project is] [o]rganized work toward a predefined goal or objective that requires resources and effort, a unique (and therefore risky) venture having a budget and schedule.[9]

Probably the simplest definition is found in the Project Management Body of Knowledge (PMBoK) guide of the Project Management Institute (PMI). The PMI is the world's largest professional project management association, with more than 475,000 members worldwide as of 2017. In the PMBoK guide, a project is defined as "a temporary endeavor undertaken to create a unique product, service, or result" (p. 553).[10]

Let us examine the various elements of projects, as identified by this set of definitions.

- ***Projects are complex, one-time processes.*** A project arises for a specific purpose or to meet a stated goal. It is complex because it typically requires the coordinated input of numerous [illegible] organizational units, or one functional area. For example, a project to develop a new software application for a retail company may require only the output of members of the information systems group working with the marketing staff. On the other hand, some projects, such as new product introductions, require the representation of many functions, including marketing, engineering, production, and design. Because a project is intended to fulfill a stated goal, it is temporary. It exists only until its goal has been met, and at that point it is dissolved.
- ***Projects are limited by budget, schedule, and resources.*** Project work requires that members work with limited financial and human resources for a specified time period. They do not run indefinitely. Once the assignment is completed, the project team disbands. Until that point, all its activities are constrained by limitations on budget and personnel availability. Projects are "resource-constrained" activities.
- ***Projects are developed to resolve a clear goal or set of goals.*** There is no such thing as a project team with an ongoing, nonspecific purpose. The project's goals, or **deliverables**, define the nature of both the project and its team. Projects are designed to yield a tangible result, either as a new product or service. Whether the goal is to build a bridge, implement a new accounts receivable system, or win a presidential election, the goal must be specific and the project organized to achieve a stated aim.
- ***Projects are customer-focused.*** Whether the project is responding to the needs of an internal organizational unit (e.g., accounting) or intended to exploit a market opportunity external to the organization, the underlying purpose of any project is to satisfy customer needs. In the past, this goal was sometimes overlooked. Projects were considered successful if they attained technical, budgetary, and scheduling goals. More and more, however, companies have realized that the primary goal of a project is customer satisfaction. If that goal is neglected, a firm runs the risk of "doing the wrong things well"—pursuing projects that may be done efficiently but that ignore customer needs or fail commercially.

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GENERAL PROJECT CHARACTERISTICS

Using these definitional elements, we can create a sense of the key attributes that all projects share. These characteristics are not only useful for better understanding projects, but also offer the basis for seeing how project-based work differs from other activities most organizations undertake. Projects represent a special type of undertaking by any organization. Not surprisingly, the challenges in performing them right are sometimes daunting. Nevertheless, given the manner in which business continues to evolve on a worldwide scale, becoming "project savvy" is no longer a luxury: it is rapidly becoming a necessity.

Projects are characterized by the following properties:[11]

1. ***Projects are ad hoc endeavors with a clear life cycle.*** Projects are nontraditional; they are activities that are initiated as needed, operate for a specified time period over a fairly well understood development cycle, and are then disbanded. They are temporary operations.
2. ***Projects are building blocks in the design and execution of organizational strategies.*** As we will see in later chapters, projects allow organizations to implement companywide strategies. They are the principal means by which companies operationalize corporate-level objectives. In effect, projects are the vehicles for realizing company goals. For example, Intel's strategy for market penetration with ever newer, smaller, and faster computer chips is realized through its commitment to a steady stream of research and development projects that allows the company to continually explore the technological boundaries of electrical and computer engineering.
3. ***Projects are responsible for the newest and most improved products, services, and organizational processes.*** Projects are tools for innovation. Because they complement (and often transform) traditional process-oriented activities, many companies rely on projects as vehicles for going beyond conventional activities. Projects are the stepping-stones by which we move forward.
4. ***Projects provide a philosophy and strategy for the management of change.*** "Change" is an abstract concept until we establish the means by which we can make real alterations in the things we do and produce. Projects allow organizations to go beyond simple statements of intent and to achieve actual innovation. For example, whether it is Chevrolet's Volt electric car or Samsung's newest smartphone upgrade, successful organizations routinely ask for [illegible] change, the manner in which a company develops its projects has much to say about its ability to innovate and its commitment to change.
5. ***Project management entails crossing functional and organizational boundaries.*** Projects exist to fulfill organizational objectives by bringing together people from various functions across the company. A project aimed at new product development may require the combined work of engineering, finance, marketing, design, and so forth. Likewise, in the global business environment many companies have crossed organizational boundaries by forming long-term partnerships with other firms in order to maximize opportunities while emphasizing efficiency and keeping a lid on costs. Projects are among the most common means of promoting collaboration, both across functions and across organizations.
6. ***The traditional management functions of planning, organizing, motivation, directing, and control apply to project management.*** Project managers must be technically well versed, proficient at administrative functions, willing and able to assume leadership roles, and above all, goal-oriented: The project manager is the person most responsible for keeping track of the big picture. The nature of project management responsibilities should never be underestimated, because these responsibilities are both diverse and critical to project success.
7. ***The principal outcomes of a project are the satisfaction of customer requirements within the constraints of technical, cost, and schedule objectives.*** Projects are defined by their limitations. They have finite budgets, definite schedules, and carefully stated specifications for completion. For example, a term paper assignment in a college class might include details regarding form, length, number of primary and secondary sources to cite, and so forth. Likewise, in the Disney's Expedition Everest case example at the end of this chapter the executive leading the change process established clear guidelines regarding performance expectations. All these constraints both limit and narrowly define the focus of the project and the options available to the project team. It is the very task of managing successful project development within such specific constraints that makes the field so challenging.

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8. ***Projects are terminated upon successful completion of performance objectives*** or earlier in their life cycle, if results no longer promise an operational or strategic advantage. As we have seen, projects differ from conventional processes in that they are defined by limited life cycles. They are initiated, completed, and dissolved. As important alternatives to conventional organizational activities, they are sometimes called "temporary organizations."[12]

Projects, then, differ from better-known organizational activities, which often involve repetitive processes. The traditional model of most firms views organizational activities as consistently performing a discrete set of activities. For example, a retail-clothing establishment buys, stocks, and sells clothes in a continuous cycle. A steel plant orders raw materials, makes steel, and ships finished products, again in a recurring cycle. The nature of these operations focuses our attention on a process orientation; that is, the need to perform work as efficiently as possible in an ongoing manner. When its processes are well understood, the organization always seeks better, more efficient ways of doing the same essential tasks. Projects, because they are discrete activities, violate the idea of repetition. They are temporary activities that operate outside formal channels. They may bring together a disparate collection of team members with different kinds of functional expertise. Projects function under conditions of uncertainty, and usually have the effect of shaking up normal corporate activities. Because of their unique characteristics, they do not conform to common standards of operations; they do things differently and often reveal new and better ways of doing things. Table 1.1 offers some other distinctions between project-based work and the more traditional, process-based activities. Note a recurring theme: projects operate in radical ways that consistently violate the standard, process-based view of organizations.

Consider Apple's use of projects to push the development of a constantly-changing range of product and service offerings. When it was first introduced in 2003, the iPod was Apple's portable MP3 player that could be integrated with Apple's popular iTunes site to record and play music downloads. From its introduction in 2003 to 2015, when Apple stopped reporting sales of the product, consumers had bought more than 400 million iPods, generating $65 billion in revenue for the firm. Customers have also purchased more than 45 billion songs through Apple's iTunes online store. In fact, Apple's iTunes division became the largest U.S. market for music sales; by 2015 it was accounting for 29% of all music sold in the United States and 64% of the digital music market. [illegible] streaming, competing directly with Spotify and Pandora, among other music streaming services. By 2017 Apple Music had enrolled over 20 million subscribers, making it the second-largest streaming [illegible] Each of these [illegible] Apple continues [illegible] new [illegible] Apple's [illegible] of revolving a business [illegible] it stands to remain on the leading edge of the industry.[13]

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TABLE 1.1 Differences Between Process and Project Management[14]

Process	Project
Repeat process or product	New process or product
Several objectives	One objective
Ongoing	One shot—limited life
People are homogenous	More heterogeneous
Well-established systems in place to integrate efforts	Systems must be created to integrate efforts
Greater certainty of performance, cost, schedule	Greater uncertainty of performance, cost, schedule
Part of line organization	Outside of line organization
Bastions of established practice	Violates established practice
Supports status quo	Upsets status quo

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A similar set of events is currently unfolding, centered on Apple's successive upgrades of its iPad tablet. Among the numerous features offered by the iPad is the ability to download books, including college textbooks, directly from publishers, effectively eliminating the traditional middlemen—bookstores—from the process. So radical are the implications of the iPad and competing tablets like Microsoft's Surface Pro and Samsung's Galaxy to capture a share of this market that large bookstores have been forced to adapt their business models to the new electronic reality of book purchases by offering their own readers; for example, Kindle for Amazon. Some experts are suggesting that within a decade tablets and other electronic readers will make traditional books obsolete, capturing the majority of the publishing market. These are just some examples of the way that project-driven technological change, such as that at Apple, is reshaping the competitive landscape.

Given the enthusiasm with which **project management** is being embraced by so many organizations, we should note that the same factors that make project management a unique undertaking are also among the main reasons why successful project management is so difficult. The track record of project management is by no means one of uninterrupted success, in part because many companies encounter deep-rooted resistance to the kinds of changes needed to accommodate a project philosophy. Indeed, recent research into the success rates for projects offers some grim conclusions:

- A study of more than 300 large companies conducted by the consulting firm KPMG found that software and/or hardware development projects fail at the rate of 65%. Of companies studied, 65% reported projects that went grossly over budget, fell behind schedule, did not perform as expected, or all of the above. Half of the managers responding indicated that these findings were considered "normal."[15]
- A study by the META Group found that "more than half of all (information technology) IT projects become runaways—overshooting their budgets and timetables while failing to deliver fully on their goals." According to the Gallup Business Review, the U.S. economy loses somewhere between $50 and $150 billion every year because of failed IT projects.[16]
- Joe Harley, the Chief Information Officer at the Department for Work and Pensions for the UK government, stated that "only 30%" of technology-based projects and programs are a success—at a time when taxes are funding an annual budget of £14 billion (over $22 billion) [illegible] [illegible] [illegible] [illegible] [illegible]
- The United States National [illegible] Administration has clocked up $6 billion in cost overruns on 10 major projects that are a combined 38 years behind schedule, the Government Accountability Office reports. For example, at Los Alamos National Laboratory a seven-year, $[illegible] [illegible] [illegible] security [illegible] [illegible] [illegible] [illegible]

These studies also point to a core truth about project management: we should not overestimate the benefits to be gained from project management while underestimating the commitment required to make a project work. There are no magic bullets or quick fixes in the discipline. Like any other valuable activity, project management requires preparation, knowledge, training, and commitment to basic principles. Organizations wanting to make use of project-based work must recognize, as Table 1.1 demonstrates, that its very strength often causes it to operate in direct contradiction to standard, process-oriented business practices.

PROJECT PROFILE

President Obama Signs the Program Management Improvement and Accountability Act

For those who ever wondered just how seriously the U.S. federal government takes project management, it is interesting to discover that they are making a law to regulate it. In one of the final acts of President Obama's administration, he signed into law the Program Management Improvement and Accountability Act (PMIAA) in December, 2016. This act of Congress is intended to enhance both accountability and best practices in project and program management throughout the federal government. The legislation, strongly endorsed by the Project Management Institute (PMI), was approved by both chambers of Congress with overwhelming bi-partisan support.
The PMIAA reforms federal program management policy in four important ways:

1. Creating a formal job series and career path for program managers in the federal government.
2. Developing a standards-based program management policy across the federal government.
3. Recognizing the essential role of executive sponsorship and engagement by designating a senior executive in federal agencies to be responsible for program management policy and strategy.
4. Sharing knowledge of successful approaches to program management through an interagency council on program management.

Among the reasons cited for formalizing the importance of project/program management is that only 64 percent of government strategic initiatives ever meet their goals and business intent, while government entities waste $101 million for every $1 billion spent on project and programs. Research also shows that developing best practices can result in improved performance, particularly by [illegible] important [illegible] that [illegible] deliverables are met [illegible] to stakeholders on time and within budget.

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FIGURE 1.2 President Obama signing the PMIAA into Law
Source: REX/Shutterstock

Why are Projects Important?

LO 1.3 Understand why effective project management is such a challenge.

There are a number of reasons why projects and project management can be crucial in helping an organization achieve its strategic goals. David Cleland, a noted project management researcher, suggests that many of these reasons arise from the very pressures that organizations find themselves facing.[22]

1. ***Shortened product life cycles.*** The days when a company could offer a new product and depend on having years of competitive domination are gone. Increasingly, the life cycle of new products is measured in terms of months or even weeks, rather than years. One has only to look at new products in electronics or computer hardware and software to observe this trend. Interestingly, we are seeing similar signs in traditional service-sector firms, which also have recognized the need for agility in offering and upgrading new services at an increasingly rapid pace.
2. ***Narrow product launch windows.*** Another time-related issue concerns the nature of opportunity. Organizations are aware of the dangers of missing the optimum point at which to launch a new product and must take a proactive view toward the timing of product introductions. For example, while reaping the profits from the successful sale of Product A, smart firms are already plotting the best point at which to launch Product B, either as a product upgrade or a new offering. Because of fierce competition, these optimal launch opportunities are measured in terms of months. Miss your launch window, even by a matter of weeks, and you run the risk of rolling out an also-ran.
3. ***Increasingly complex and technical products.*** It has been well-documented that the average automobile today has more computing power than the Apollo 11 space capsule that allowed astronauts to walk on the moon. This illustrates a clear point: the world today is complex. Products are complicated, technically sophisticated, and difficult to produce efficiently. The public's appetite for the next big thing continues unabated and substantially unsatisfied. We [illegible] and [illegible] four [illegible] models [illegible] better, bigger, faster, and more complex than any of their competitors. [illegible] to [illegible] demand. This causes multiple problems in design and production as we continually seek to push the technical limits. Furthermore, in anticipating future demand many firms embark [illegible] that we assume the customer will want. For example, Rauma Corporation of Finland developed a state-of-the-art loader for the logging industry. Rauma's engineers loaded the product with the latest computerized gadgetry and technologies that gave the machine a space-age feel. Unfortunately, the chief customer for the product worked in remote regions of Indonesia, with logistics problems that made servicing and repairing the loaders impractical. Machines that broke down had to be airlifted more than 1,000 miles to service centers. Since the inception of this project, sales of the logging machinery have been disappointing. The project was an expensive failure for Rauma and serves to illustrate an important point: unless companies find a way to maintain control of the process, an engineering for engineering's sake mentality can quickly run out of control.[23]
4. ***Global markets.*** The early twenty-first century has seen the emergence of enormous new markets for almost every type of product and service. Former closed or socialist societies, as well as rapidly developing economies such as Brazil, China, Vietnam, and India, have added huge numbers of consumers and competitors to the global business arena. The increased globalization of the economy, coupled with enhanced methods for quickly interacting with customers and suppliers, has created a new set of challenges for business. These challenges also encompass unique opportunities for those firms that can quickly adjust to this new reality. In the global setting, project management techniques provide companies with the ability to link multiple business partners and respond quickly to market demand and supplier needs, while remaining agile enough to anticipate and respond to rapid shifts in consumer tastes. Using project management, successful organizations of the future will recognize and learn to rapidly exploit the prospects offered by a global business environment.

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5. *An economic period marked by low inflation.* One of the key indicators of economic health is the fact that inflation has been kept under control. In most of the developed Western economies, low inflation has helped to trigger a long period of economic expansion while also helping provide the impetus for emerging economies, such as those in India and China, to expand rapidly. Unfortunately, low inflation also limits the ability of businesses to maintain profitability by passing along cost increases. Companies cannot continue to increase profit margins through simply raising prices for their products or services. Successful firms in the future will be those that enhance profits by streamlining internal processes—those that save money by doing it better than the competition. As a tool designed to realize goals like internal efficiency, project management is a means by which to bolster profits.

These are just some of the more obvious challenges facing business today. The key point is that the forces giving rise to these challenges are not likely to abate in the near future. In order to meet these challenges, large, successful companies such as General Electric, 3M, Apple, Samsung, Bechtel, and Microsoft have made project management a key aspect of their operating philosophies.

PROJECT PROFILE

London's Crossrail: Europe's Largest Construction Project

The thought of adding another commuter rail system to the already heavily-developed London metropolitan area may seem unnecessary to those who are unfamiliar with the congestion, lost time, and travel hassles associated with using public or private means to move around Britain's capital city. For residents and people living in the outskirts of London, however, the dream of a modern rail system that connects central London with its increasingly spread-out suburbs is a vision that goes back originally to 1948 post-war London.

The goal of the project is to build a 70-mile (100 km) rail line, including over 40 stations (10 brand new), at locations across suburban and urban London, from Reading in the west to Shenfield in the east. While the majority of the outlying stations will be above ground, a number of the stations will involve refurbishment or expansion of underground [illegible] new underground tunnels to facilitate travel through the center of London. Crossrail will [illegible] the London Underground system, [illegible] 40 stations.

Although Crossrail has long been on the public's wish list, planning for it has been a long, arduous process. Developing realistic cost estimates, managing the politics of opening new stations in some districts while ignoring similar requests in other locales, finding money in the budget to support such a massive project—these have all been difficult challenges. The Crossrail organization was established in 2008. After years of delays, cost overruns, and [illegible] enticed by economic ups and downs, Crossrail finally broke ground in 2009.

Crossrail has given engineers an opportunity to develop new and innovative methods for project planning and monitoring of progress. For example, the entire network was first designed in a 3-D virtual environment; once the railway is up and running, a version of this 3-D model will help managers monitor, from a tablet, countless electrical components and systems across the network. "We've built two railways—one real, one virtual reality," says Rhys Williams, the head of mechanical, electrical, and public health for Crossrail. One of their goals is to show how transport networks can become safer, more efficient, and cheaper to maintain by using smart design coupled with the latest technology. Everything about Crossrail—the escalators and elevators, lighting, ventilation, communication, the railcars themselves—is being engineered to reduce energy use, improve safety, and streamline operations.

A critical component of the Crossrail project has been to embed the vision of sustainability through every component of the development process. Sustainability, for London's Crossrail, comes in four dimensions: 1) environmental, 2) economic, 3) social, and 4) archaeological. As part of the sustainability vision for Crossrail, the project is committed to:

- Minimizing the environmental impact of its construction through controlling efficient energy consumption, protecting the environment, and factoring in climate change possibilities over the planned 120-year life cycle of the railway.
- Creating a diverse supply chain of project suppliers that benefits both Crossrail and the supply chain organizations, while ensuring that materials used on the project are sustainably sourced.
- Creating a social legacy from the project, including health and safety commitments, developing a trained workforce, and promoting art programs that encourage neighborhoods and art schools to decorate the stations, and so forth.
- Respecting the long and significant history of the London area and employing archaeology to minimize disruptions or the ruining of significant buried sites. As an example, since the development of Crossrail in 2009 over 100 archaeologists have found more than 10,000 items from 40 sites, spanning 55 million years of London's history and pre-history. Although careful excavation of these sites slows progress on tunneling, it represents a commitment to London's past, just as the project is intended to improve the city's future.

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FIGURE 1.3 A Crossrail station being built in central London
Source: Julius Lando/Alamy Stock Photo

The Crossrail construction involves an incredibly busy and diverse set of operations. Eight giant tunnel boring machines have just finished a five-year operation to create the underground sections of the rail line. In the meantime, other firms have developed and are actively testing rail cars, electronic components, and computer-linked systems for directing and monitoring rail traffic (as well as monitoring the operating behavior of the railcars themselves), all in preparation for the start of passenger service. Crossrail is one of the largest construction projects in Europe, and its complexity, coupled with the need for coordination and a willingness to adjust project plans to economic and political realities. For example, in 2010 the Government's Comprehensive Spending Review pushed to save on projected costs by revising the tunneling plan. In working to save £4 billion from the budget, Crossrail was thought to be on track to open its new projected start in December 2018, followed by a phased introduction of service across the rest of the route through early 2019—opening by a year, the decision allowed the Crossrail consortium (and the British government) to revise the projected project budget to £14.8 billion from £15.9 billion.

The title "Europe's Largest Construction Project" is one that carries enormous promise but also large risks. Getting all the elements right—making sure that the technology is top-notch, ensuring the myriad stakeholders' support, and pushing for sustainable operations—while keeping an eye on the project's budget and schedule to completion is tremendously complicated. Equally fascinating have been the steps undertaken to preserve ancient sites and important archaeological finds throughout the digging process. Once completed, however, Crossrail will be a superlative example of modern infrastructure projects aimed at improving the lifestyle of millions of city-dwellers.[24]

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Project management also serves as an excellent training ground for future senior executives in most organizations. One unique aspect of projects is how they blend technical and behavioral challenges. The technical side of project management requires managers to become skilled in project selection, budgeting and resource management, planning and scheduling, and tracking projects. Each of these skills will be discussed in subsequent chapters. At the same time, however, project managers face the equally strong challenge of managing the behavioral, or people, side of projects. Projects, being temporary endeavors, require project managers to bring together individuals from across the organization, quickly mold them into an effective team, manage conflict, provide leadership, and engage in negotiation and appropriate political behavior, all in the name of project success. Again, we will address these behavioral challenges in this text. One thing we know is that project managers who emphasize one challenge and ignore the other, whether they choose to focus on the technical or behavioral side of project management, are not nearly as successful as those who seek to become experts in both. Why is project management such a useful training ground for senior

executives? Because it provides the first true test of an individual's ability to master both the technical and human challenges that characterize effective leaders in business. Project managers, and their projects, create the kind of value that companies need to survive and prosper.

Project Life Cycles

LO 1.4 Understand and explain the project life cycle, its stages, and the activities that typically occur at each stage in the project.

Imagine receiving a term paper assignment in a college class. Our first step would be to develop a sense of the assignment itself—what the professor is looking for, how long the paper should be, the number of references required, stylistic expectations, and so forth. Once we have familiarized ourselves with the assignment, our next step would be to develop a plan for how we intend to proceed with the project in order to complete it by the due date. We make a rough guess about how much time will be needed for the research, writing the first draft, proofreading the paper, and completing the final draft, and we use this information to create some tentative milestones for the various components of the assignment. Next, we begin to execute our plan, doing the library or online research, creating an outline, writing a draft, and so forth. Our goal is to complete the assignment on time, doing the work to our best possible ability. Finally, after turning in the paper, we file or discard our reference materials, return any books to the library, breathe a sigh of relief, and wait for the grade.

This example represents a simplified but useful illustration of a project's life cycle. In this case, the project consisted of completing the term paper to the standards expected of the instructor in the time allowed. A **project life cycle** refers to the stages in a project's development. Life cycles are important because they demonstrate the logic that governs a project. They also help us develop our plans for carrying out the project. They help us decide, for example, when we should devote resources to the project, how we should evaluate its progress, and so forth. Consider the simplified model of the project life cycle shown in Figure 1.4, which divides the life cycle into four distinct phases: conceptualization, planning, execution, and termination.

- *Conceptualization* involves the development of the basic scope and specifications for a project. The scope of the work is determined, necessary resources (people, money, physical plant) identified, and important organizational contributors or **stakeholders** signed on.
- *Planning* is the stage in which all detailed specifications, schematics, schedules, and other plans are developed. Specific activities for the project, criteria for procedures, budgets, known individual assignments made, and the process for completion clearly delineated. For example, in planning our approach to complete the term paper we determine all the necessary steps (research, drafts, editing, etc.) in the process.
- During *execution*, the actual "work" of the project is performed, the system developed, or the product created and fabricated. It is during the execution phase that the bulk of project team

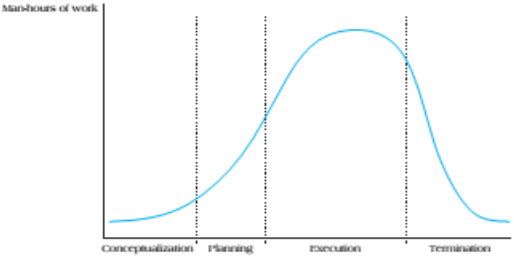


FIGURE 1.4 Project Life Cycle Stages

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labor is performed. As Figure 1.4 shows, project costs (in man hours) ramp up rapidly during this stage.

- *Termination* occurs when the completed project is transferred to the customer, its resources reassigned, and the project formally closed out. As specific subactivities are completed, the project shrinks in scope and costs decline rapidly.

These stages are the waypoints at which the project team can evaluate both the project's performance and its overall status. Remember, however, that the life cycle is relevant only after the project has actually begun. The life cycle is signaled by the actual kickoff of project development, the development of plans and schedules, the performance of necessary work, and the completion of the project and reassignment of personnel. When we evaluate projects in terms of this life cycle model, we are given some clues regarding their subsequent resource requirements; that is, we begin to ask whether we have sufficient personnel, materials, and equipment to support the project. For example, when beginning to work on our term paper project we may discover that it is necessary to purchase a PC or hire someone to help with researching the topic. Thus, as we plan the project's life cycle we acquire important information regarding the resources that we will need. The life cycle model, then, serves the twofold function of project timing (schedule) and project requirements (resources), allowing team members to better focus on what and when resources are needed.

The project life cycle is also a useful means of visualizing the activities required and challenges to be faced during the life of a project. Figure 1.5 indicates some of these characteristics as they evolve during the course of completing a project.[25] As you can see, five components of a project may change over the course of its life cycle:

- ***Client interest:*** The level of enthusiasm or concern expressed by the project's intended customer. **Clients** can be either internal or external to the organization.
- ***Project stake:*** The amount of corporate investment in the project. The longer the life of the project, the greater the investment.
- ***Resources:*** The commitment of financial, human, and technical resources over the life of the project.
- ***Creativity:*** The degree of innovation required by the project, especially during certain developmental phases.
- ***Uncertainty:*** The degree of risk associated with the project. Risk increases with projects that have a number of unknowns, including technical challenges that the project is likely to face. Uncertainty is highest at the beginning because many challenges have yet to be identified, let alone addressed.

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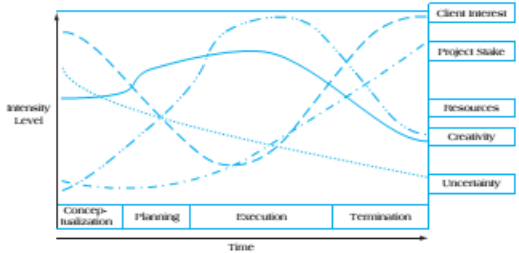


FIGURE 1.5 **Project Life Cycles and Their Effects**

Source: Victor Sohmen. (2002, July). "Project Termination: Why the Delay?" Paper presented at PMI Research Conference, Seattle, WA. Project Management Institute, Sohmen, Victor. "Project termination: Why the delay?" PMI Research Conference. Proceedings, p. 467–475. Paper presented at PMI Research Conference. Project Management Institute, Inc. (2002). Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

Each of these factors has its own dynamic. Client interest, for example, follows a U-shaped curve, reflecting initial enthusiasm, lower levels of interest during development phases, and renewed interest as the project nears completion. Project stake increases dramatically as the project moves forward because an increasing commitment of resources is needed to support ongoing activities. Creativity, often viewed as innovative thought or applying a unique perspective, is high at the beginning of a project as the team and the project's client begin developing a shared vision of the project. As the project moves forward and uncertainty remains high, creativity also continues to be an important feature. In fact, it is not until the project is well into its execution phase, with defined goals, that creativity becomes less important. To return to our example of the term paper project, in many cases the "creativity" needed to visualize a unique or valuable approach to developing the project is needed early, as we identify our goals and plan the process of achieving them. Once identified, the execution phase, or writing the term paper, places less emphasis on creativity per se and more on the concrete steps needed to complete the project assignment.

The information simplified in Figure 1.5 is useful for developing a sense of the competing issues and challenges that a project team is likely to face over the life cycle of a project. Over time, while certain characteristics (creativity, resources, and uncertainty) begin to decrease, other elements (client interest and project stake) gain in importance. Balancing the requirements of these elements across the project life cycle is just one of the many demands placed on a project team.

BOX 1.1

Project Managers in Practice

Theresa Hinkler, R. Conrader Company

Theresa Hinkler is a Sales Manager for a small 40 + employees manufacturer of valves in Erie, PA. Her route to that position was long, with many twists and turns along the way.

Her need to be self-sufficient right out of high school, combined with a desire to obtain an education, led her through many jobs including stints as a bartender, assembler, aerobics instructor, and fitness trainer. She returned to Erie in her late 20's, taking a job in sales at Conrader Valves, and subsequently completed her BA in Business at Penn State.

Early [illegible] product [illegible] knowledge [illegible] [illegible] [illegible]



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FIGURE 1.6 Theresa Hinkler – R. Conrader Company

Source: Theresa Hinkler

and every product sold to new and existing companies involves a project management approach. There is critical planning, budgeting, and scheduling involved in sales. The compressor market is a 'dog eat dog' global business, so competitiveness is crucial. Incorporating project management processes into the business has improved the company's competitive advantage and focused overall business efforts on success."

Determinants of Project Success

LO 1.5 Understand the concept of project "success," including various definitions of success, as well as the alternative models of success.

Definitions of successful projects can be surprisingly elusive.[26] How do we know when a project is successful? When it is profitable? If it comes in on budget? On time? When the developed product works or sells? When we achieve our long-term payback goals? Generally speaking, any definition of **project success** *must* take into consideration the elements that define the very nature of a project: that is, time (schedule adherence), budget, functionality/quality, and customer satisfaction. At one time, managers normally applied three criteria of project success:

- *Time.* Projects are constrained by a specified period of **time** during which they must be completed. They are not supposed to continue indefinitely. Thus, the first constraint that governs project management involves this basic requirement: The project should come in on or before its established schedule.

- *Budget.* A second key constraint for all projects is a limited **budget**. Projects must meet budgeted allowances in order to use resources as efficiently as possible. Companies do not write blank checks and hope for the best. Thus, the second limit on a project raises the question: was the project completed within budget guidelines?
- *Performance.* All projects are developed in order to adhere to some initially determined technical specifications. We know before we begin what the project is supposed to do or how the final product is supposed to operate. Measuring **performance**, then, means determining whether the finished product operates according to specifications. The project's clients naturally expect that the project being developed on their behalf will work as expected. Applying this third criterion is often referred to as conducting a quality check.

This so-called **triple constraint** was once the standard by which project performance was routinely assessed. Today, a fourth criterion has been added to these three (see Figure 1.7):

- *Client acceptance.* The principle of **client acceptance** argues that projects are developed with customers or clients in mind, and their purpose is to satisfy customers' needs. If client acceptance is a key variable, then we must also ask whether the completed project is acceptable to the customer for whom it was intended. Companies that strictly evaluate project success according to the original "triple constraint" may fail to apply the most important test of all: the client's satisfaction with the completed project.

We can also think of the criteria for project success in terms of internal versus external conditions. When project management was practiced primarily by construction and other heavy industries, its chief value was in maintaining internal organizational control over expenditures of money and time. The traditional triple-constraint model made perfect sense. It focused internally on efficiency and productivity measures. It provided a quantifiable measure of personnel evaluation, and it allowed accountants to control expenses.

More recently, however, the traditional triple-constraint model has come under increasing criticism as a measure of project success. The final product, for example, could be a failure, but if it has been delivered in time and on budget and satisfies its original specifications (however flawed), the project itself could still be declared a success. Adding the external criterion of client acceptance corrects such obvious shortcomings in the assessment process. First, it refocuses corporate attention [illegible] customers. [illegible] flawed [illegible] recognizes that the final arbiter of project success is not the [illegible] accountants, but rather the marketplace. A project is successful only to the extent that it benefits the client who commissioned it. Finally, the criterion of client acceptance requires project managers to [illegible] an atmosphere [illegible] the [illegible] of the project.

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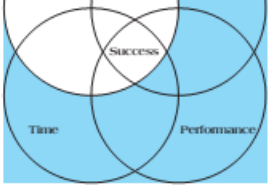


FIGURE 1.7 The New Quadruple Constraint

Consider one example. In his book, *What Customers Really Want*, author Scott McKain relates how a coach bus company that transports music stars was originally planning to spend a great deal on a project to improve the interior of its vehicles, because they believed that with these upgrades customers would be willing to pay more to lease or purchase their buses. However, prior to starting a full-blown overhaul of their fleet, the company's executives decided to ask past customers what they thought about this plan. Surprisingly, the company found that while its customers did want nice interiors, the single most important factor in selecting a coach company was the bus driver, who ideally would be a "nice guy," someone who could get the music stars to their destination safely, and who would also serve as a good ambassador for the band with fans. Based on this information, the company dropped its original project and instead initiated a driver education program to teach its drivers how to communicate more effectively with customers and how to retain and grow customer goodwill. The company also started compensating drivers according to how well they served the customer and how well they cultivated long-term relationships with them. Once the company did this, it moved from fourth in the marketplace to first, and grew from 28 to 56 coaches.[27]

An additional approach to project assessment argues that another factor must always be taken into consideration: the promise that the delivered product can generate future opportunities, whether commercial or technical, for the organization.[28] In other words, it is not enough to assess a project according to its immediate success. We must also evaluate it in terms of its commercial success as well as its potential for generating new business and new opportunities. Figure 1.8 illustrates this scheme, which proposes four relevant dimensions of success:

- *Project efficiency:* Meeting budget and schedule expectations.
- *Impact on customer:* Meeting technical specifications, addressing customer needs, and creating a project that satisfies the client's needs.
- *Business success:* Determining whether the project achieved significant commercial success.
- *Preparing for the future:* Determining whether the project opened new markets or new product lines or helped to develop new technology.

This approach challenges the conventional triple-constraint principle for assessing project success. Organizations expect projects not only to be run efficiently at the least, but also to be developed in such a way that they help the organization achieve commercial success and prepare for future new business opportunities. Even in the case of a purely internal project (e.g., updating the software for a firm's order-entry system), project teams need to focus both on customer needs and an assessment of potential commercial or technical opportunities arising from their efforts.

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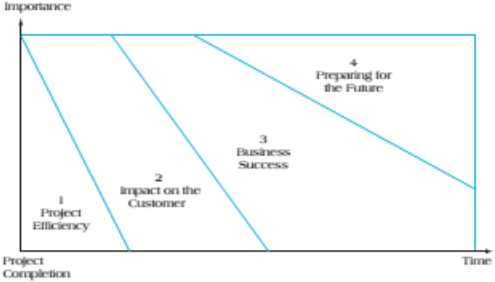


FIGURE 1.8 Four Dimensions of Project Success Importance

Source: A. J. Shenhar, O. Levy, and D. Dvir. (1997). "Mapping the Dimensions of Project Success," *Project Management Journal*, 28(2): 12. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

BOX 1.2

Project Management Research in Brief

Assessing Information Technology (IT) Project Success

As noted earlier in this chapter, IT projects have a notoriously checkered history when it comes to successful implementation. Part of the problem has been an inability to define the characteristics of a successful IT project in concrete terms. The criteria for IT project success are often quite vague, and without clear guidelines for project success it is hardly any wonder that so many of these projects do not live up to predevelopment expectations. In 1992 and again in 2003, two researchers, W. DeLone and E. McLean, analyzed several previous studies of IT projects to identify the key indicators of success. Their findings, synthesized from previous research, suggest that, at the very least, IT projects should be evaluated according to six criteria:

- ***System quality.*** The project team supplying the system must be able to assure the client that the implemented system will perform as intended. All systems should satisfy certain criteria: They should, for example, be easy to use, and they should supply quality information.
- ***Information quality.*** The information generated by the implemented IT must be the information required by users and be of sufficient quality that it is actionable. In other words, generated information should not require additional efforts to sift or sort the data. System users can perceive quality in the information they generate.
- ***Use.*** Once installed, the IT system must be used. Obviously, the reason for any IT system is its usefulness as a problem-solving, decision-aiding, and networking mechanism. The criterion of use assesses the actual utility of a system by determining the degree to which, once implemented, it is used by the customer.
- ***User satisfaction.*** Once the IT system is complete, the project team must determine user satisfaction. One of the thorniest issues in assessing IT project success has to do with making an accurate determination of user satisfaction with the system. Yet, because the user is the client and is ultimately the arbiter of whether or not the project was effective, it is vital that we attain some measure of the client's satisfaction with the system and its output.
- ***Individual impact.*** All systems should be easy to use and should supply quality information. But beyond satisfying these needs, is there a specific criterion for determining the usefulness of a system to the client who commissioned it? Is decision making faster or more accurate? Is information more retrievable, more affordable, or more easily assimilated? In short, does the system benefit users in the ways that are most important to those users?
- ***Organizational impact.*** Finally, the supplier of the system must be able to determine whether it has a positive impact throughout the client organization. Is there, for example, a collective or synergistic effect on the client corporation? Is there a sense of good feeling, or are there financial or operational metrics that demonstrate the effectiveness or quality of the system?

Researchers have provided an important framework for thinking about IT project success. Companies that are designing and implementing IT systems must pay early attention to each of these criteria and take necessary steps to ensure that the systems that they deliver satisfy them.[29]

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A final model, offered recently, also argues against the triple-constraint model as a measure of project success. According to Atkinson,[30] all groups that are affected by a project (stakeholders) should have a hand in assessing its success. The context and type of a project may also be relevant in specifying the criteria that will most clearly define its success or failure. Table 1.2 shows the Atkinson model, which views the traditional "iron triangle" of cost, quality, and time as merely one set of components in a comprehensive set of measures. Of course, the means by which a project is

TABLE 1.2 Understanding Success Criteria

Iron Triangle	Information System	Benefits (Organization)	Benefits (Stakeholders)
Cost	Maintainability	Improved efficiency	Satisfied users
Quality	Reliability	Improved effectiveness	Social and environmental impact
Time	Validity	Increased profits	Personal development
	Information quality	Strategic goals	Professional learning, contractors' profits
	Use	Organization learning	Capital suppliers, content
		Reduced waste	Project team, economic impact to surrounding community

to be measured should be decided before the project is undertaken. A corporate axiom, "What gets measured, gets managed," suggests that when teams understand the standards to which a project is being held, they will place more appropriate emphasis on the various aspects of project performance. Consider, for example, an information system setting. If the criteria of success are improved operating efficiency and satisfied users, and if quality is clearly identified as a key benefit of the finished product, the team will focus its efforts more strongly on these particular aspects of the project.

Developing Project Management Maturity

LO 1.6 Understand the purpose of project management maturity models and the process of benchmarking in organizations.

With the tremendous increase in project management practices among global organizations, a recent phenomenon has been the rise of project maturity models for project management organizations. **Project management maturity models** are used to allow organizations to benchmark the best practices of successful project management firms. Project management maturity models recognize that different organizations are currently at different levels of sophistication in their best practices for managing projects. For example, it would be reasonable to expect organizations such as Boeing (aircraft and defense systems) or Fluor (industrial construction) to be much more advanced in how they manage projects, given their lengthy histories of project initiatives, than companies that have only recently developed an emphasis on project-based work.

The purpose of **benchmarking** is to systematically manage the process improvements of project delivery by a single organization over a period of time.[31] Because there are many diverse dimensions of project management practice, it is common for a new organization just introducing project management to its operations to ask, "Where do we start?" That is, "Which of the multiple project management processes should we investigate, model, and apply to our organization?" Maturity models provide the necessary framework to: first, analyze and critically evaluate current practices as they pertain to managing projects; second, compare those practices against those of chief competitors, general industry standards, and ideal; and, third, define implementation steps for improving those practices.

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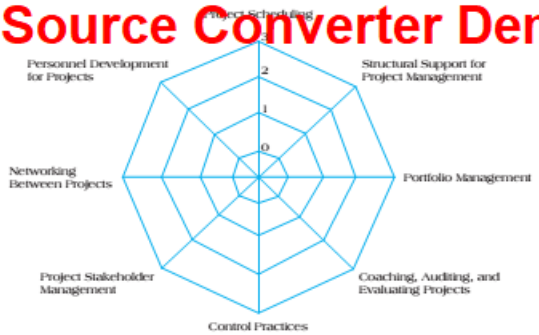


FIGURE 1.9 Spider Web Diagram for Measuring Project Maturity

Source: R. Gareis. (2001). "Competencies in the Project-Oriented Organization," in D. Slevin, D. Cleland, and J. Pinto, *The Frontiers of Project Management Research*. Newtown Square, PA: Project Management Institute, pp. 213–24, figure on p. 216. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

If we accept the fact that the development of better project management practices is an evolutionary process, involving not a sudden leap to top performance but rather a systematic commitment to continuous improvement, maturity models offer the template for defining and then achieving such progressive improvement.[32] As a result, most effective project maturity models chart a set of standards that are currently accepted as state-of-the-art as well as a process for achieving significant movement toward these benchmarks. Figure 1.9 illustrates one approach to defining current project management practices a firm is using.[33] It employs a "spider web" methodology in which a set of significant project management practices have first been identified for organizations within a specific industry. In this example, a firm may identify eight components of project management practice that are key for success, based on an analysis of the firm's own needs as well as through benchmarking against competing firms in the industry. Note that each of the rings in the diagram represents a critical evaluation of the manner in which the organization matches up with industry standards. Suppose we assigned the following meanings to the different ratings:

Ring Level	Meaning
0	Not defined or poor
1	Defined but substandard
2	Standardized
3	Industry leader or cutting edge

Following this example, we may decide that in terms of project team personnel development or project control systems our practices are poor relative to other competitors, and rate those skills as 0. On the other hand, perhaps our scheduling processes are top-notch, enabling us to rate them as a 3. Figure 1.10 shows an example of the same spider web diagram with our relative skill levels assigned across the eight key elements of project management which we have defined. This exercise helps us to form the basis for where we currently are in terms of project management sophistication, a key stage in any maturity model in which we seek to move to a higher level.

Once we have established a sense of our present project management abilities, as well as our competitors' [illegible] maturity [illegible] [illegible] [illegible]

TABLE 1.3 A Comparison of Project Maturity Models and Incremental Stages

Center for Business Practices				
Level 1: Initial Process • Ad hoc process • Management awareness	Level 2: Structure, Process, and Standards • Basic processes, not standardized on all projects • Management supports use • Estimates, schedules based on expert knowledge	Level 3: Institutionalized Project Management • All project processes are repeatable • Estimates, schedules based on industry standards	Level 4: Managed • Project management practices integrated with corporate processes • Solid analysis of project performance • Estimates, schedules based on corporate specifics	Level 5: Optimizing • Processes to measure project efficiency • Processes in place to improve project performance • Company focuses on continuous improvement
Kerzner's Project Management Maturity Model				
Level 1: Common Language • Sporadic use of project management • Small pockets of interest in the firm • No investment in PM training	Level 2: Common Processes • Tangible benefits made apparent • PM support throughout the firm • Development of a PM curriculum	Level 3: Singular Methodology • Integrated processes • Cutting-edge management support • Financial benefit from PM training	Level 4: Benchmarking • Analysis and evaluation of practices • Project office established	Level 5: Continuous Improvement • Lessons learned, files created • Knowledge transfer between teams • Mentorship program
ESI International's Project Framework				
Level 1: Ad Hoc • Processes ill-defined because they are applied individually • Little support by organization	Level 2: Consistent • Organization is well intentioned in its methods • No project control processes or lessons learned	Level 3: Integrated • Processes are tailored to enhance all PM aspects • Common use and understanding of methods across the firm	Level 4: Comprehensive • PM fully implemented across the firm • Information is used to evaluate processes and reduce variation • Advanced PM tools and techniques are developed	Level 5: Optimizing • Continual effort to improve and innovate project capability • Common failures are eliminated
SEI's Capability Maturity Model Integration				
Level 1: Initial • Ad hoc, chaotic processes	Level 2: Managed • Requirements management, project planning, and control occur • Process quality assurance occurs • Configuration management is used	Level 3: Defined Requirements development and product integration occur Verification and validation of processes Risk management is emphasized	Level 4: Quantitative Management • Process performance is gauged • Quantitative PM highlighted	Level 5: Optimizing • Innovation and deployment accentuated • Causal analysis and resolution occur

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models and the interim levels they have identified en route to the highest degree of organization-wide project expertise. Several of these models were developed by private project management consultancies or professional project organizations.

It is interesting to compare and contrast the four maturity models highlighted in Table 1.3. These examples of maturity models are taken from the most well-known models in the field, including Carnegie Mellon University's Software Engineering Institute's (SEI) Capability Maturity Model, Harold Kerzner's Maturity Model, ESI International's Project Framework, and the maturity model developed by the Center for Business Practices.[34] Illustrating these dimensions in pyramid form, we can see the progression toward project management maturity (Figure 1.11). Despite some differences in terminology, a clear sense of pattern exists among these models. Typically they start with the assumption that project management practices within a firm are not planned and are not collectively employed; in fact, there is likely no common language or methods for undertaking project management. As the firm grows in project maturity, it begins to adopt common practices, starts programs to train cadres of project management professionals, establishes procedures and processes for initiating and controlling its projects, and so forth. Finally, by the last stage not only is the organization "project-savvy," but it also has progressed beyond simply applying project management to its processes and is now actively exploring ways to continuously improve its project management techniques and procedures. It is during the final stage that the organization can be truly considered "project mature"; it has internalized all necessary project management principles and is actively seeking to move beyond them in innovative ways.

Project maturity models have become very useful in recent years precisely because they reflect the growing interest in project management while highlighting one of its recurring problems: the lack of clear direction for companies in adopting, adapting, and improving these processes for optimal use. The key feature of these models is the important recognition that change typically does not occur abruptly; that is, companies that desire to become skilled in their project management approaches simply cannot progress in immediate steps from a lack of project management understanding to optimal project practices. Instead, the maturity models illustrate that maturity is an ongoing process based on continuous improvement through identifiable incremental steps. Once we have an accurate picture of where we fit into the maturity process, we can begin to determine a training course to move us toward the next level. Even companies that are highly organizationally immature, no matter how initially unskilled in project management, can begin to chart a course toward the type of project organization it hopes to become.

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FIGURE 1.11 Project Management Maturity—A Generic Model

Employability Skills

LO 1.7 Recognize how mastery of the discipline of project management enhances critical employability skills for university graduates.

Pearson is committed to not only producing innovative educational content but ensuring that the material covered in its products addresses the critical skills that employers are looking for. As part of a recent large-scale study involving hundreds of respondents from universities and public and private organizations, Pearson identified a set of "employability skills" that businesses deem crucial for their new hires. Let us consider them in turn and then briefly address how this text supports developing skills in these critical areas.

COMMUNICATION

Communication is defined as effective use of oral, written, and nonverbal communication skills for multiple purposes, such as to inform, instruct, motivate, persuade, and share ideas. It also includes effective listening, using technology to communicate, and being able to evaluate the effectiveness of communication efforts—all within diverse contexts. This text offers important principles of communication, such as steps needed to build a business case and project charter in Chapter 5 on scope management, negotiation skills in Chapter 6 on team building, and steps needed to work with stakeholders in closing out a finished project in Chapter 14. Effective project managers are effective communicators, and this text offers many examples and methods for improving your skills.

CRITICAL THINKING

Critical thinking involves purposeful and goal-directed thinking used to define and solve problems, make decisions, or form judgments related to a particular situation or set of circumstances. From the wide variety of critical thinking elements embedded in Internet exercises within each chapter to end-of-chapter cases and Project Management Research in Brief boxes, this text will push readers to think beyond the obvious and to recognize the challenge of open-ended problems or case examples without obvious solutions. Successful project managers, critical thinking skills are needed.

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COLLABORATION

Collaborative learning is a situation in which individuals actively work together in dyads or teams to achieve learning objectives and goals. Collaborative learning encourages sharing, creating goals, resulting in group products reflective of their joint, interdependent actions. As discussed below, this text offers many opportunities for collaborative thinking and working in teams. The semester-long exercise on building a project plan, ABCups Inc., offers students multiple opportunities for collaborative interaction, as do case assignments and other team-based experiences such as the negotiation exercise in Chapter 6.

KNOWLEDGE APPLICATION AND ANALYSIS

Knowledge application and analysis is the ability to learn a concept and then appropriately apply that knowledge in another setting to achieve a higher level of understanding. As the previous section of the chapter indicated, this text is laid out in a dynamic format; that is, it is organized to mirror the project life cycle, establishing conceptual goals and scope development followed by planning steps, cost and risk management, project monitoring, and so forth. Each stage of the text builds upon the previous elements and requires that knowledge learned in one part of the book be transferrable and applicable as we move forward. This integrative approach to the book's topics highlights the manner in which knowledge is applied and linked to the skills of project management.

BUSINESS ETHICS AND SOCIAL RESPONSIBILITY

Business ethics are sets of guiding principles that influence the way individuals and organizations behave within the society in which they operate. Corporate social responsibility (CSR) is a form of ethical behavior that requires that organizations understand, identify, and eliminate unethical economic, environmental, and social behaviors. In this edition of the textbook, two important elements have been added: project management and ethics—including social responsibility—in Chapter 4,

and sustainability in Chapter 5. Managers are learning that organizations "do well by doing good." This same principle applies to the material covered in this textbook.

INFORMATION TECHNOLOGY APPLICATION AND COMPUTING SKILLS

Information technology application and computing skills are the ability to select and use appropriate technology to accomplish a given task. The individual is also able to apply computing skills to solve problems and show proficiency with computer software programs. Since the first edition of this textbook, I have worked to update technology links and computing skills, particularly in the application of critical software packages such as Microsoft Project. Now in its 2016 release, we will continue to apply MS Project through tutorials, the use of screenshots, and other references to its applicability.

DATA LITERACY

Data literacy is the ability to access, assess, interpret, manipulate, summarize, and communicate data. One of the challenges of successful project management is the need to have equal facility in soft skills of project team development and leadership as well as computational abilities that allow us to understand financial models for project selection (Chapter 3), cost accounting principles (Chapter 8), scheduling and network development (Chapters 9 through 11), resource management (Chapter 12), and evaluation and control (Chapter 13). Students who intend to succeed in their later careers must become comfortable with data, recognize and identify critical information, and manipulate this information appropriately. This text offers students the full range of employability skills that will be critical to their future success.

Project Elements and Text Organization

This text was written to provide a holistic, managerial-based approach to project management. The text is holistic in that it weaves together the wide variety of duties, responsibilities, and knowledge that successful project managers must acquire. Project management is a comprehensive and exciting undertaking. It requires us to understand aspects of management science in building schedules, assigning resources, monitoring and controlling our projects, and so forth. At the same time, successful project managers must also integrate the "soft skills" of leadership, motivation, knowledge of human beings, leadership practices, motivation and team development, conflict resolution, and negotiation skills. Truly, a science-heavy approach to this subject will make us no more successful in our future project management responsibilities than will a focus on the "soft skills" without a solid, work-based attitude toward management knowledge and strategic application of the tools and techniques of management.

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Figure 1.12 offers a model for the organization of this text. The figure is a Gantt chart, a project scheduling and control device that we will become more familiar with in Chapter 10. For now, however, we can apply it to the structure of this book by focusing on some of its simpler features. First, note that all chapters in this book are listed down the left-hand column. Across the bottom and running from left to right is a simple time line that illustrates the point at which each of the chapters' topics will be introduced. For simplicity's sake, I have divided the X-axis time line into four distinct project phases that roughly follow the project life cycle discussed earlier in this chapter: (1)

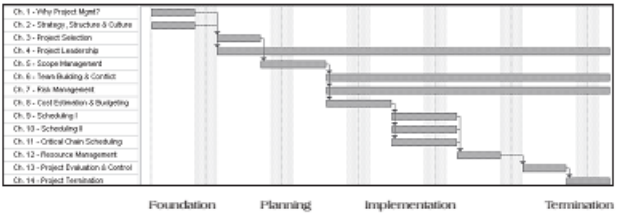


FIGURE 1.12 Organization of Text

Foundation, (2) Planning, (3) Implementation, and (4) Termination. Notice how some of the topics we will cover are particularly relevant only during certain phases of the project while others, such as project leadership, are significant across much of the project's life cycle. Among the benefits of setting up the text to follow this sequence are that, first, it shows the importance of blending the human-based topics (leadership and team building) directly with the more analytical or scientific elements of project management. We cannot compartmentalize our approach to project management as either exclusively technical or behavioral; the two are opposite sides of the same coin and must be appreciated jointly. Second, the structure provides a simple logic for ordering the chapters and the stage of the project at which we are most likely to concern ourselves with these topics. Some concepts, as illustrated by the figure, are more immediately concerned with project planning while others become critical at later phases in the project. Appreciating the elements of project management *and their proper sequencing* is an important learning guide. Finally, the figure offers an intuitively appealing method for visually highlighting the structure and flow we will follow across the topics in the text.

The foundation stage helps us with our fundamental understanding of what projects are and how they are typically managed in modern organizations. As part of that understanding, we must necessarily focus on the organizational setting within which projects are created, selected, and developed. Some of the critical issues that can affect the manner in which projects are successfully implemented are the contextual issues of a firm's strategy, structure, and culture. Either these elements are set up to support project-based work or they are not. In the former case, it is far easier to run projects and achieve positive results for the organization. As a result, it is extremely helpful for us to clearly understand the role that organizational setting, or context, plays in project management.

In Chapter 3 we explore the process of project screening and selection. The manner in which a firm selects the projects it chooses to undertake is often critical to its chances of successful development and commercial profitability. Chapter 4 introduces the challenges of project management from the perspective of the project leader. Project management is an extremely leader-intensive undertaking: the project manager is the focal point of the project, often functioning as a miniature CEO. The more project managers understand about project leadership and the skills required by effective project managers, the better companies can begin training project managers within their own ranks.

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The second stage, planning, begins after a project champion or other decision to proceed has been made, the organization must first select a suitable project manager to oversee the development process. Immediately, this project manager is faced with a number of responsibilities, including:

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Selecting a team—Team building and conflict management are the first challenges that project managers face.

2. ***Developing project objectives and a plan for execution***—Identifying project requirements and a logical plan to develop the project are crucial.
3. ***Performing risk management activities***—Projects are not developed without a clear sense of the risks involved in their planning and implementation.
4. ***Cost estimating and budgeting***—Because projects are resource-constrained activities, careful budgeting and cost estimation are critical.
5. ***Scheduling***—The heart of project planning revolves around the process of creating clear and aggressive, yet reasonable schedules that chart the most efficient course to project completion.
6. ***Managing resources***—The final step in project planning is the careful management of project resources, including project team personnel, to most efficiently perform tasks.

Chapter 5, which discusses project scope management, examines the key features in the overall plan. "Project scope management" is something of an umbrella term under which we consider a number of elements in the overall project planning process. This chapter elaborates the variety of planning techniques and steps for getting a project off on the right foot.

Chapter 6 addresses some of the behavioral challenges project managers face in terms of effective team building and conflict management. This chapter looks at another key component of effective human resource management: the need to create and maintain high-performance teams. Effectively building and nurturing team members—often people from very different backgrounds—is a constant challenge and one that requires serious consideration. Conflict occurs on a number of levels, not just among team members but between the team and project stakeholders, including top

management and customers. This chapter will identify some of the principal causes of conflict and explain various methods for resolving it.

Chapter 7 deals with project risk management. In recent years, this area of project management has become increasingly important to companies that want to ensure, as far as possible, that project selection choices are appropriate, that all the risks and downside potential have been considered, and that, where appropriate, contingency plans have been developed. Chapter 8 covers budgeting and cost estimation. Because project managers and teams are held to both standards of performance and standards of cost control, it is important to understand the key features of cost estimation and budgeting.

Chapters 9 and 10 focus on scheduling methodologies, which are a key feature of project management. These chapters offer an in-depth analysis of various project-scheduling tools, discuss critical software for project scheduling, and explain some recent breakthroughs in project scheduling. Chapter 11 covers some important recent developments in project scheduling, the Agile project planning methodology, and the development and application of Critical Chain project scheduling. Chapter 12 considers the challenges of resource allocation. Once various project activities have been identified, we must make sure they work by allocating the resources needed to support them.

The third process in project management, *implementation*, is most easily understood as the stage in which the actual "work" of the project is being performed. For example, engineers and other technical experts determine the series of tasks necessary to complete the overall project, including their individual responsibilities, and each of the tasks is actively managed by the manager and team to ensure that there are no significant delays that can cause the project to exceed its schedule. Chapter 13 addresses the project challenges of control and evaluation. During the implementation phase, a considerable amount of ambiguity regarding the status of the project is possible unless specific, practical steps are taken to establish a clear method for tracking and controlling the project.

Finally, the processes of project termination reflect the fact that a project is a unique organizational endeavor, marked by a specified beginning and ending. The process of closing down a project, whether due to the need to "kill" it because it is no longer viable or through the steps of a planned termination, offers its own set of challenges. A number of procedures have been developed to make this process as smooth and logical as possible. Chapter 14 discusses the elements in project closure — the phase in which the project is concluded and resources (both monetary and human) are released.

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This book was written to help create a new generation of effective project managers. By exploring the various roles of project managers and addressing the challenges and opportunities they constantly face, we will offer a comprehensive and integrative approach to better understand the [illegible] project management process that captures the full range of activities required and the [illegible] challenges and duties for project managers.

This text also includes, at the end of relevant chapters, a series of activities designed to help students develop comprehensive project plans. It is absolutely essential that persons completing a course in project management carry away with them practical knowledge about the steps involved in creating a project, planning its development, and overseeing its work. Future managers need to develop the skills to convert the theories of project management into the successful practice of the craft. With this goal in mind, the text contains a series of exercises designed to help professors and students construct overall project plans. Activities involve the development, from beginning to end, of a project plan, including narrative, risk analysis, work breakdown structure, activity estimation and network diagramming, resource leveling and project budgeting, and so forth. In order to add a sense of realism to the process, later chapters in the book also include a series of hypothetical problems. By the end of the course, students should have created a comprehensive project document that details the necessary steps in converting project plans into practical accomplishments.

As a template for providing examples, this text employs a hypothetical company called ABCups Inc., which is about to initiate an important project. Chapter-ending activities, including exercises in scheduling, budgeting, risk management, and so forth, will often include examples created from the ABCups project for students to use as a model for their own work. In this way, students will be presented both with a challenge and with an example for generating their own deliverables as they progressively build their project plans.

Several software packages are available for planning and tracking the current status of a project. Some of them, such as products by SAP and Oracle, are large, quite complex, and capable of linking project management functions to other critical through-put operations of a company. Other

desktop software packages are more readily accessible and easier to interpret for the average novice interested in improving his or her project management skills. This text uses examples throughout from Microsoft's Project 2016, including screen captures, to illustrate how MSP 2016 can be used for a variety of planning and tracking purposes. Additionally, some simple tutorials are included in the appendices at the end of this text to give readers a feel for how the software works and some of the features it offers. As a method for learning the capabilities of the software, it's a start. For those committed to fully learning one of these project management scheduling packages, I encourage you to investigate alternative packages and, once you have made your choice, invest in a comprehensive training manual.

An additional feature of this text is the linkage between concepts that are discussed throughout and the Project Management Body of Knowledge (PMBoK), which was developed by the Project Management Institute (PMI). As the world's leading professional organization for project management, with nearly half a million members, PMI has been in the forefront of efforts to standardize project management practices and codify the necessary skills to be successful in this field. Now in its fifth edition (a sixth edition is scheduled for release soon), the PMBoK identifies ten critical knowledge areas of project management skills and activities that all practitioners need to master in order to become fully trained in their profession. These knowledge areas, which are shown in Figure 1.13, encompass a broad overview of the component processes for project management. Although it is not my intention to create a text to serve as a primer for taking a professional certification exam, it is important for us to recognize that the skills we develop through reading this work are directly applicable to the professional project management knowledge areas.

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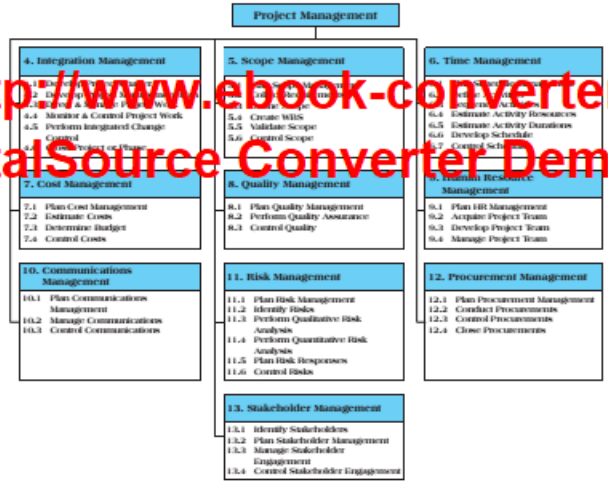


FIGURE 1.13 Overview of the Project Management Institute's PMBoK Knowledge Areas

Source: Project Management Institute. (2013). *A Guide to the Project Management Body of Knowledge (PMBoK Guide)*, 5th ed. Project Management Institute, Inc. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

Students will find several direct links to the PMBoK in this text. First, the key terms and their definitions are intended to follow the updated, fifth edition PMBoK glossary (included as an appendix at the end of the text). Second, chapter introductions will also highlight references to the PMBoK as we address them in turn. We can see how each chapter not only adds to our knowledge of project management but also directly links to elements within the PMBoK. Finally, many end-of-chapter exercises and Internet references will require direct interaction with PMI through its Web site.

As an additional link to the Project Management Institute and the PMBoK, this text will include sample practice questions at the end of relevant chapters to allow students to test their in-depth knowledge of aspects of the PMBoK. Over 30 years ago, the PMI instituted its Project Management Professional (PMP) certification as a means of rewarding those with expert knowledge of project management practice. The PMP certification is the highest professional designation for project management expertise in the world and requires in-depth knowledge in all ten areas of the PMBoK. To date, more than 750,000 project professionals worldwide have attained the PMP certification and the numbers are steadily growing each year. Other certifications, such as CAPM (Certified Associate in Project Management) and PgMP (Program Management Professional), have been instituted by PMI to recognize those with other advanced project management skills, academic degrees, and professional experience. The inclusion of questions at the end of the relevant chapters offers students a way to assess how well they have learned the important course topics and the nature of PMP certification exam questions, and points to areas that may require additional study in order to master this material.

This text offers an opportunity for students to begin mastering a new craft—a set of skills that is becoming increasingly valued in contemporary corporations around the world. Project managers represent the new corporate elite: a corps of skilled individuals who routinely make order out of chaos, improving a firm's bottom line and burnishing their own value in the process. With these goals in mind, let us begin.[35]

Summary

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1.1 ***Understand why projects are important to organizations choosing such a powerful and popular practice in business.*** Project management offers organizations a number of practical competitive advantages. It enables companies to be more effective in the marketplace and efficient with the use of organizational resources. It also offers the ability to achieve technological breakthroughs, to streamline new-product development, and to manage the challenges arising from the business environment.

1.2 ***Recognize the basic properties of projects, including their definition.*** Projects are defined as temporary endeavors undertaken to create a unique product or service. Among their key properties are that projects are complex, one-time processes; they are limited by budget, schedule, and resources; they are developed to resolve a clear goal or set of goals; and they are customer-focused.

1.3 ***Understand why effective project management is such a challenge.*** Projects operate outside of normal organizational processes, typified by the work done by functional organizational units. Because they are unique, they require a different mind-set, one that is temporary and aimed at achieving a clear goal within a limited time frame. Projects are ad hoc endeavors with a clear life cycle. They are employed as the building blocks in the design and execution of organizational strategies, and they provide a philosophy and a strategy for the management of change. Other reasons why they are a challenge include the fact that project management requires the tracking of functional and organizational boundaries while trying to satisfy the multiple constraints of time, budget, functionality, and customer satisfaction.

1.4 ***Understand and explain the project life cycle, its stages, and the activities that typically occur at each stage in the project.*** The project life cycle is a mechanism that links time to project activities and refers to the stages in a project's development. The common stages used to describe the life cycle for a project are (1) conceptualization, (2) planning, (3) execution, and (4) termination. A wide and diverse set of activities occurs during different life cycle stages; for example, during the conceptualization phase the basic project mission and scope are developed and the key project stakeholders are signed on to support the project's development. During planning, myriad project plans and schedules are created to guide the development process; execution requires that the principal work of the project be performed. Finally, during the termination stage the project is completed, the work finished, and the project transferred to the customer.

1.5 ***Understand the concept of project "success," including various definitions of success as well***

as the alternative models of success. Originally, project success was predicated simply on a triple-constraint model that rewarded projects if they were completed with regard to schedule, budget, and functionality. This model ignored the emphasis that needs to be placed on project clients, however. In more accurate terms, project success involves a "quadruple constraint," linking the basic project metrics of schedule adherence, budget adherence, project quality (functionality), and customer satisfaction with the finished product. Other models of success for IT projects employ the measures of (1) system quality, (2) information quality, (3) use, (4) user satisfaction, (5) individual impact, and (6) organizational impact.

1.6 ***Understand the purpose of project management maturity models and the process of benchmarking in organizations.*** Project management maturity models are used to allow organizations to benchmark the best practices of successful project management firms. Project maturity models recognize that different organizations are at different levels of sophistication in their best practices for managing projects. The purpose of benchmarking is to systematically manage the process improvements of project delivery by a single organization over a period of time. As a firm commits to implementing project management practices, maturity models offer a helpful, multistage process for moving forward through increasing levels of sophistication of project expertise.

1.7 ***Recognize how mastery of the discipline of project management enhances critical employability skills for university graduates.*** The employability skills identified by Pearson include communication, critical thinking, collaboration, knowledge application and analysis, business ethics and social responsibility, information technology application and computing skills, and data literacy. Chapter content and numerous cases examples within this text cover this broad array of technical, interpersonal, and information-related challenges. Moreover, mastering the science of project management will lead to a valuable skill set that directly relates to each of the critical employability skills enumerated by Pearson. In short, project management themes map closely to the variety of skills that modern businesses deem an absolute necessity for successful growth. Becoming adept at project management will provide students with numerous "resume enhancers" sought by public and private organizations.

Key Terms

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Benchmarking *(p. 16)*
Client acceptance *(p. 16)*
Clients *(p. 13)*
Budget *(p. 16)*
Deliverable *(p. 3)*
Performance *(p. 3)*
Process *(p. 3)*
Project *(p. 3)*
Project life cycle *(p. 12)*
Project management maturity models *(p. 19)*
Project success *(p. 15)*
Quality *(p. 16)*
Time *(p. 15)*
Triple constraint *(p. 16)*

Discussion Questions

1.1 What are some of the principal reasons why project management has become such a popular business tool in recent years?

1.2 What do you see as the primary challenges to introducing a project management philosophy in most organizations? That is, why is it difficult to shift to a project-based approach in many companies?

1.3 What are the advantages and disadvantages of using project management?

1.4 What key characteristics do all projects possess?

1.5 Describe the basic elements of a project life cycle. Why is an understanding of the life cycle relevant for our understanding of projects?

1.6 Think of both a successful project and an unsuccessful project with which you are familiar. What distinguishes the two, both in terms of the process used to develop them and their outcomes?

1.7 Consider the Expedition Everest case at the end of the chapter: what elements in Disney's approach to developing its theme rides do you find particularly impressive? How can a firm like Disney balance the need for efficiency and smooth development of projects with the desire to be innovative and creative? Based on this case, what principles appear to guide its development process?

1.8 Consider the six criteria for successful IT projects. Why is IT project success often so difficult to assess? Make a case for some factors being more important than others.

1.9 As organizations seek to become better at managing projects, they often engage in benchmarking with other companies in similar industries. Discuss the concept of benchmarking. What are its goals? How does benchmarking work?

1.10 Explain the concept of a project management maturity model. What purpose does it serve?

1.11 Compare and contrast the four project management maturity models shown in Table 1.3. What strengths and weaknesses do you perceive in each of the models?

CASE STUDY 1.1

MegaTech, Inc.

MegaTech, Inc. designs and manufactures automotive components. For years, the company enjoyed a stable marketplace, a small but loyal group of customers, and a relatively predictable environment. Though slow, annual sales continued to grow until recently hitting $300 million. MegaTech products were popular because they required little major updating or yearly redesign. The stability of its market, coupled with the consistency of its product, allowed MegaTech to forecast annual demand accurately, to rely on production runs with long lead times, and to concentrate on internal efficiency.

However, with the advent of the North American Free Trade Agreement (NAFTA) and other international trade agreements, MegaTech found itself competing with auto parts suppliers headquartered in countries around the world. The company was thrust into an unfamiliar position: it had to become customer-focused and quicker to market with innovative products. Facing these tremendous commercial challenges, top management at MegaTech decided to recreate the company as a project-based organization.

The transition, though not smooth, has nonetheless paid big dividends. Top managers determined, for instance, that product updates had to be much more frequent. [illegible] to [illegible] grant to [illegible] have changes in the firm's operations. In order to make these adjustments, special project teams were formed [illegible] product lines [illegible] compelling [illegible]

At the same time, however, MegaTech wanted to maintain its internal operating efficiencies. Thus, all project teams were given strict cost and schedule guidelines for new product introductions. Finally, the company created a sophisticated research and development team, which is responsible for locating likely new avenues for technological change 5 to 10 years down the road. Today, MegaTech operates project teams not only for managing current product lines but also for seeking longer-term payoffs through applied research.

MegaTech has found the move to project management challenging. For one thing, employees are still rethinking the ways in which they allocate their time and resources. In addition, the firm's success rate with new projects is still less than management had hoped. Nevertheless, top managers feel that, on balance, the shift to project management has given the company the operating advantage that it needed to maintain its lead over rivals in its globally competitive industry. "Project management," admits one MegaTech executive, "is certainly not a magic pill for success, but it has started us thinking about how we operate. As a result, we are doing smarter things in a faster way around here."

Questions

1. [illegible] about project management [illegible] MegaTech a competitive advantage in its industry?
2. What elements of the marketplace in which MegaTech operates led the company to believe that [illegible] management would improve its operations?

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CASE STUDY 1.2

The IT Department at Hamelin Hospital

Hamelin Hospital is a large (700-bed) regional hospital in the northeastern United States. The information technology (IT) department employs 75 people and has an operating budget of over $35 million. The department is responsible for managing 30–40 projects, ranging from small, such as redesigning computer screens, to very large, such as multimillion-dollar system development projects that can run for over a year. Hamelin's IT department has been growing steadily, reflecting the hospital's commitment to expanding its information storage and processing capacities. The two principal functions of the IT department are developing new software applications and maintaining the current information system. Project management is a way of life for the department.

The IT department jobs fall into one of five categories: (1) help-desk technician, (2) programmer, (3) senior programmer, (4) systems analyst, and (5) project manager. Help-desk technicians field queries from computer system users and solve a wide range of problems. Most new hires start at the help desk, where they can become familiar with the system, learn about problem areas, become sensitive to users' frustrations and concerns, and understand how the IT department affects

all hospital operations. As individuals move up the ladder, they join project teams, either as programmers or systems analysts. Finally, five project managers oversee a constantly updated slate of projects. In addition, the workload is always being supplemented by new projects. Team personnel finish one assignment and then move on to a new one. The typical IT department employee is involved in seven projects, each at a different stage of completion.

The project management system in place at Hamelin is well regarded. It has spearheaded a tremendous expansion of the hospital's IT capabilities and thus helped the hospital to gain a competitive advantage over other regional hospitals. Recently, in fact, Hamelin began "farming out" its IT services on a fee-for-service basis to competing hospitals needing help with their records, administration, order-entry systems, and so forth. Not surprisingly, the results have improved the hospital's bottom line: At a time when more and more health care organizations are feeling the effects of spiraling health care costs, Hamelin's IT department has helped the hospital sustain continuous budget increases, additional staffing, a larger slate of projects, and a track record of success.

Questions

1. What are the benefits and drawbacks of starting most new hires at the help-desk function?
2. What are the potential problems with requiring project team members to be involved in multiple projects at the same time? What are the potential advantages?
3. What signals does the department send by making "project manager" the highest position in the department?

CASE STUDY 1.3

Disney's Expedition Everest

One of the newest thrill rides to open in the Walt Disney World Resort may just be the most impressive. As Disney [illegible] 50th anniversary, the company wanted to [illegible] idea? Create a park attraction that would in many ways serve as the link between Disney's amazing past and its [illegible] Disney showed that it [illegible]

In 2006, The Walt Disney Company introduced Expedition Everest in Disney's Animal Kingdom Park at Lake Buena Vista, Florida. Expedition Everest is more than just a roller coaster. It is the embodiment of the Disney spirit: a ride that combines Disney's trademark thrills, unexpected twists and turns, incredible attention to detail, and impressive project management skills.

First, let's consider some of the technical details of Expedition Everest:

- With a peak of just under 200 feet, the ride is contained within the tallest of 18 mountains created by Disney's Imagineers at Disney parks worldwide.
- The ride contains nearly a mile of track, with twists, tight turns, and sudden drops.
- The Disney team created a Yeti: an enormous, fur-covered, Audio-Animatronics monster powered by a set of hydraulic cylinders whose combined thrust equals that of a Boeing 747 airliner. Through a series of sketches, computer-animated drawings, sculptures, and tests that took more than two years to perfect, Disney created and programmed its [illegible] Snow Beast [illegible] tall [illegible] the ride.
- More than 900 bamboo plants, 10 species of trees, and 110 species of shrubs were planted to re-create [illegible] the Himalayan landscape [illegible]
- More than 1,800 tons of steel were used to construct the mountain. The covering of the framework was done using more than 3,000 prefabricated chips created from 25,000 individual computer-molded pieces of steel.
- To create the proper color schemes, 2,000 gallons of stain and paint were used on rockwork and throughout the village Disney designed to serve as a backdrop for the ride.
- More than 2,000 handcrafted items from Asia are used as props, cabinetry, and architectural ornamentation.

Building an attraction does not come easily or quickly for Disney's Imagineers. Expedition Everest was several years in development while Disney sent teams, including Walt Disney Imagineering's Creative Executive Joe Rohde, on repeated trips to the Himalayas in Nepal to study the lands, architecture, colors, ecology, and culture in order to create the most authentic setting

(*continued*)

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for the new attraction. Disney's efforts reflect a desire to do much more than provide a world-class ride experience; they demonstrate the Imagineers' eagerness to tell a story—a story that combines the mythology of the Yeti figure with the unique history of the Nepalese living in the shadow of the world's tallest mountain. Ultimately the attraction, with all its background and thematic elements, took nearly five years to complete.

Riders on Expedition Everest gain a real feel for the atmosphere that Disney has worked so hard to create. The guests' adventure starts by entering the building of the "Himalayan Escape" tour company, complete with Norbu and Bob's booking office, to obtain permits for their trip. Overhead flutter authentic prayer flags from monasteries in Nepal. Next, guests pass through Tashi's General Store and Bar to stock up on supplies for their journey to the peak of the mountain. Finally, guests pass through an old tea warehouse that contains a remarkable museum of artifacts reflecting Nepal's culture, a history of the Himalayas, and tales of the Yeti, which is said to inhabit the slopes of Mount Everest. It is only now that guests are permitted to board the Anandapur Rail Service for their trip to the peak. Each train is modeled after an aging steam-engine train, seating 34 guests per train.

Over the next several minutes, guests are transported up the roller coaster track, through a series of winding turns, until their encounter with the Yeti. At this point, [illegible] of the attraction [illegible] though it were out of control. Through the balance of the ride, guests experience a landscape of sights and sounds [illegible] in 58 mph, [illegible] down the mountain [illegible] of the Nepalese village.

Disney's approach to the management of projects such as Expedition Everest is to combine careful planning, including schedule and budget preparation, with the imagination and vision for which the company is so well known. Creativity is a critical element in the development of new projects at Disney. The company's Imagineers include some of the most skilled artists and computer-animation experts in the world. Although it is easy to be impressed by the technical knowledge of Disney's personnel, it is important to remember that each new project is approached with an understanding of the company's underlying business and attention to market projections, cost control, and careful project management discipline. New attraction proposals are carefully screened and researched. The result is the creation of some of the most innovative and enjoyable rides in the world. Disney does not add new attractions to its theme parks frequently, but when it does, it does so with style!

Questions

1. Suppose you were a project manager for Disney. Based on the information in this case, what critical success metrics do you think the company uses when designing a new ride? That is, how would you prioritize the needs for addressing project cost, schedule, quality, and client acceptance? What evidence supports your answer?
2. [illegible] retail [illegible] How would each [illegible] use the "sphere" discussed in the case to maximize the experience while minimizing complaints about [illegible] wait for rides?

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CASE STUDY 1.4

"Throwing Good Money after Bad": the BBC's Digital Media Initiative

The British Broadcasting Corporation (BBC) recently announced the cancellation of a major Information Technology (IT) project intended to update their vast broadcast operations. The project, called the Digital Media Initiative (DMI), was originally budgeted at £81.7 million ($140 million) and was developed to eliminate the outdated filing systems and use of old-fashioned analog videotapes with their expensive archival storage. The BBC is one of the world's largest and most widely recognized news and media organizations; it is publicly funded and under British government oversight. The DMI project was intended to save the organization millions annually by eliminating the cost of expensive and outdated storage facilities, while moving all media content to a modern, digital format. As an example of a large-scale IT project, the plan for the DMI involved media asset management, archive storage and retrieval systems, and media sharing capabilities.

The DMI project was begun in 2008 when the BBC contracted with technology service provider Siemens, with consulting expertise to be provided by Deloitte. Interestingly, the BBC never put the contract out for

competitive bidding, reasoning that it already had a 10-year support contract with Siemens and trusted Siemens' judgment on project development. As part of this hands-off attitude, executives at the BBC gave Siemens full control of the project, and apparently little communication flowed back and forth between the organizations. The BBC finally grew concerned with the distant relationship that was developing between itself and the contractor when Siemens began missing important delivery milestones and encountering technical difficulties. After one year, the BBC terminated its $65 million contract with Siemens and sued the company for damages, collecting approximately $47 million in a court settlement. Still, losing nearly $20 million in taxpayer money after only one year, with nothing to show for it, did not bode well for the future.

Having been burned by this relationship with an outside contractor, the BBC next tried to move the project in house, assigning its own staff and project manager to continue developing the DMI. The project was under the overall control of the BBC's Chief Technology Officer, John Linwood. It was hoped that the lessons learned from the first-round failure of the project would help improve the technology and delivery of the system throughout the organization. Unfortunately, the project did no better under BBC control. Reports started surfacing as early as 2011 that the project was way behind schedule, was not living up to its promises, and [illegible] well aware of the flaws in the project as early as 2011, the picture it presented to the outside world, including [illegible] appeared before a committee in 2011 and told them the DMI was definitely on schedule and was actually working already: "There are many programs that are already being made with DMI and some have gone to air and are going to air," he told members of Parliament.

The trouble was, the project was not working well at all. Continual failures with the technology were widely known within the project team and company executives, but reports suggest that these concerns were buried under a flood of rosy projections. In fact, a later report on the project by an outside consulting firm suggests that throughout 2012 the deteriorating fortunes of the DMI were not accurately reported either within management or, critically, to the BBC Trust. For example, the BBC's own internal project management office issued a "code red" warning of imminent project failure in February that was not reported to the trust until six months later. The CTO, John Linwood, maintained that the project did work and would lead to a streamlined and more cost-effective method for producing media; he did not waver from this view throughout these years.

This rosy view hid a deeper problem: the technology was just not working. Different views emerged as to why the DMI was not progressing. To the "technologists," there was nothing wrong with the system; it did deliver working technology, but the project was undermined by would-be users who never bought into the original vision and who continually changed their requirements. They believed that the DMI was failing not because it did not work, but as a result of internal politics. On the other side were those who questioned the development of the project because the technology, whether it had been "delivered" or not, never really worked, certainly not at the scale required to make it adopted across the whole organization. Furthermore, it was becoming evident that off-the-shelf technology existed in the marketplace which did some of what the DMI promised but which, critically, already worked well. Why, then, was the BBC spending so much time and money trying to create its own system out of thin air?

According to a news report, it was not until April 2013 that events demonstrated the ongoing problems with the DMI. During BBC coverage of the death and funeral of Margaret Thatcher, news staff worked feverishly to transfer old archived analog videotapes to a digital format in order to produce footage for background [illegible] was reported tapes had to be physically transported around London by taxi and subway system to get to [illegible] nearly four years working to develop the DMI!

The failure of the system during Thatcher's funeral was the final straw. In May 2013 the new Director General of the BBC, Lord Hall, announced the cancellation of the project and that the BBC's Chief Technology Officer, John Linwood, was to be suspended pending an external investigation into the management of the DMI project. It was later revealed that a senior BBC manager had expressed grave doubts about the DMI to BBC Chairman Lord Patten one year before the project was cancelled. He had also claimed that there was a "very significant risk" that the National Audit Office had been misled about the actual progress of the DMI in 2011. Other BBC executives had also voiced similar concerns for about two years before the DMI was abandoned. The final cost of the project to the BBC and British taxpayers has been estimated at about $160 million. BBC Trust member Anthony Fry remarked that the DMI had been a "complete catastrophe" and said that the project was "probably the most serious, embarrassing thing I have ever seen."

(*continued*)

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Members of Parliament, looking into the failure of the DMI, also had a number of very pointed criticisms of the project, the executive oversight of the DMI, and the operations of the BBC in general. Margaret Hodge MP, Chair of the Committee of Public Accounts, summed up the project in her Parliament report:

> "The BBC's Digital Media Initiative was a complete failure. Licence fee payers paid nearly £100 million [$160 million] for this supposedly essential system but got virtually nothing in return.
>
> The main output from the DMI is an archive catalogue and ordering system that is slower and more cumbersome than the 40-year-old system it was designed to replace. It has only 163 regular users and a running cost of £3 million [$5.1 million] a year, compared to £780,000 [$1.3 million] a year for the old system.
>
> When my Committee examined the DMI's progress in February 2011, the BBC told us that the DMI was "an absolutely essential have to have" and that a lot of the BBC's future was tied up in the successful delivery of the DMI.
>
> The BBC also told us that it was using the DMI to make many programmes and was on track to complete the system in 2011 with no further delays. This turned out not to be the case. [. . .]
>
> The BBC was [illegible] about the [illegible] individual had overall responsibility or accountability for delivering the DMI and achieving the benefits or took ownership of problems when [illegible]
>
> Lack of clearly defined responsibility and accountability meant the Corporation failed to respond to warning signals that the programme was in trouble."

A lengthy post-project analysis of the DMI's failure by Britain's National Accounting Office identified a series of errors that all contributed to the fiasco. As part of its final report, the NAO noted that it was never clear where responsibility lay within the BBC for the completion of the project; in other words, when concerned parties asked to speak to those "in charge," it was never clear just who those people actually were. This issue was made more significant as a result of the BBC losing a case brought against it by its former CTO John Linwood. Even though Linwood was fired by the BBC, the judge found that he was not responsible for the failure of the DMI. The NAO report stated that the BBC must make clear who is accountable for projects and define anticipated benefits at the start. Without a clear sense of benefits from a project such as the DMI, it was impossible to evaluate whether stakeholders were receiving value for the work undertaken.

Bad planning, poor corporate governance, excessively optimistic projections, and a cloak of secrecy regarding the real status of the Digital Media Initiative project all resulted in a very public black eye for one of the most respected broadcasting organizations in the world. It is likely that the causes of the failure of the DMI project will be debated for years to come, but at a minimum this story should be a cautionary tale for organizations developing sophisticated IT projects.[36]

Questions

1. How [illegible] status of the BBC's Digital Media Initiative suggest to you about the importance of carefully managing not only the project, but [illegible] project? What is [illegible] project manager's role in [illegible] project success?
2. Successful project management requires clear organization, careful planning, and good execution. How was the absence of each of these traits shown in this example?

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Internet Exercises

1.12 The largest professional project management organization in the world is the Project Management Institute (PMI). Go to its Web site, www.pmi.org, and examine the links you find. Which links suggest that project management has become a sophisticated and vital element in corporate success? Select at least three of the related links and report briefly on the content of these links.

1.13 Go to the PMI Web site and examine the link "Membership." What do you discover when you begin navigating among the various chapters and cooperative organizations associated with the PMI? How does this information cause you to rethink project management as a career option?

1.14 Go to http://www.pmi.org/business-solutions/case-studies and examine some of the cases included on the Web page. What do they suggest about the challenges of managing projects successfully? The complexity of many of today's projects? The exciting breakthroughs or opportunities that projects allow us to exploit?

1.15 Using your favorite search engine (Google, Yahoo!, etc.), type in the keywords "project" and "project management." Randomly select three of the links that come up on the screen. Summarize what you find.

1.16 Go to the Web site for the Software Engineering Institute of Carnegie Mellon University at https://resources.sei.cmu.edu/asset_files/SpecialReport/1994_003_001_16265.pdf and access the software process maturity questionnaire. What are some of the questions that IT companies need to consider when assessing their level of project management maturity?

PMP CERTIFICATION SAMPLE QUESTIONS

1.17 The majority of the project budget is expended upon:
   a. Project planning and development.
   b. Project execution.
   c. Project termination.
   d. Project communication.

1.18 Which of the following is the most critical component of the triple constraint?
   a. Time, then cost, then quality.
   b. Quality, then budget, then time.
   c. Scope.
   d. They are all of equal importance unless otherwise stated.

1.19 Which of the following best describes a project stakeholder?
   a. A team member.
   b. The project manager.
   c. Someone who works in an area affected by the project.
   d. All of the above are stakeholders.

1.20 All of the following are elements in the definition of a project, except:
   a. A project is time-limited.
   b. A project is unique.
   c. A project is composed of unrelated activities.
   d. A project is undertaken for a purpose.

1.21 All of the following distinguish project management from other process activities, except:
   a. There are no fundamental differences between project and process management.
   b. Project management often involves greater certainty of performance, cost, and schedule.
   c. Process management operates outside of line organizations.
   d. None of the above correctly distinguish project from process management.

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Answers

1.17. b—The majority of a project budget is spent during the execution phase;
1.18. d—Unless otherwise stated, all elements in the triple-constraint model are equally critical;
1.19. d—All of the examples listed are types of project stakeholders;
1.20. c—A project is composed of "interrelated" activities;
1.21. d—None of the answers given correctly differentiates "process" from "project" management.

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2

The Organizational Context

Strategy, Structure, and Culture

Chapter Objectives

After completing this chapter, you should be able to:

- **2.1** Understand how effective project management contributes to achieving strategic objectives.
- **2.2** Recognize three components of the corporate strategy model: formulation, implementation, and evaluation.
- **2.3** See the importance of identifying critical project stakeholders and managing them within the context of project development.
- **2.4** Recognize the strengths and weaknesses of three basic forms of organizational structure and their implications for managing projects.
- **2.5** Identify the characteristics of three forms of a project management office (PMO).
- **2.6** Understand key concepts of corporate culture and how cultures are formed.

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PMBOK® GUIDE KNOWLEDGE AREAS COVERED IN THIS CHAPTER

1. Project Procurement Management (PMBoK sec. 12)
2. Project Stakeholders (PMBoK sec. 13.1)
3. Plan Stakeholder Management (PMBoK 13.2)
4. Manage Stakeholder Engagement (PMBoK 13.3)
5. Organizational Influences on Project Management (PMBoK sec. 2.1)
6. Organizational Structures (PMBoK sec. 2.1.3)
7. Organizational Cultures and Styles (PMBoK sec. 2.1.1)
8. Enterprise Environmental Factors (PMBoK sec. 2.1.5)

PROJECT PROFILE

The Airbus A 380: A Failure of Strategy?

Once seen as the iconic face of long-haul commercial air travel, the double-decker Airbus A 380 is staring at a different fate today. The A 380 was introduced into service in 2009 after decades of work and millions of hours of engineering design, testing, fabrication, and production innovations. Airbus predicted that the massive jet, capable of carrying as many as 850 passengers, would quickly surpass the aging Boeing 747 as the world's top choice for long-distance travel (see Figure 2.1). Originally, Airbus projected sales of 1,200 planes over a twenty-year period. By 2017, however, the reality was far more modest, with only 193 planes delivered and orders for only an additional 126. In addition, the order backlog is expected to be trimmed due to airline cancellations. The result? Airbus has given up any hope of recouping its initial €25 billion ($28 billion) investment in development costs for the aircraft, let alone expecting to turn a profit.



FIGURE 2.1 The Airbus A380
Source: Antony Nettle/Alamy Stock Photo

What went wrong with the A380? The aircraft itself features cutting edge technology, has modern conveniences (Emirates offers its first-class passengers on-board showers and a fully stocked bar and lounge area), and is popular with travelers. Unfortunately, its design has also led to several ancillary problems. For example, because the airplane is so large, it requires a longer-than-average runway for takeoffs and landings. Furthermore, the two-decker configuration requires airports to redesign and install special jet bridges and entrance/exit gates to allow for double lines of passengers boarding and deplaning the aircraft. Many airports [illegible] have the necessary modifications. When the A380 was introduced in the United States, only [illegible] was wide enough and parking ramps large enough to accommodate the plane. Interestingly, the sheer size of the aircraft also creates operational hazards for other flights landing or taking off behind it. As one writer put it, "The A380 is basically flying [illegible] with its 261-foot wingspan creates [illegible] in front of it." For this reason, [illegible] that handle smaller jets can space them as little as 2.5 miles apart. The arrival and departure of multiple A380s can slow flight operations at some of the busiest airports in the country.

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Another problem with the A380 is that it is inefficient. Its four-engine configuration is significantly more expensive to operate than Boeing's 777 and 787 long-distance, two-engine aircraft. Airlines, always interested in economies, are ignoring the A380 and opting instead for Boeing aircraft or Airbus's two-engine model, the A350. For example, despite its significant technical problems when first introduced, the 787 has an order backlog of over 1,100 airplanes. Upgrading the A380's engines to make them more efficient (lowering the per mile cost to operate the plane) is expected to take four years and also affect the current wing assemblies, which would have to be redesigned.

To say that the A380's reception by major carriers has been lukewarm would be an understatement. While Emirates operates some 140 A380s, based out of its headquarters in Dubai, other major carriers like British Airways and Air France have only a small handful each, using them on high-profile routes or for photo opportunities. Not a single U.S., South American, or African carrier has purchased the aircraft, and even in Japan only small numbers are in use. The A380's list price is $436.2 million, although most carriers get steep discounts. Discounting is a common practice in the industry, but it also has the effect of pushing out the plane's break-even point further into the future.

Demand has slowed to a trickle, leading to slashed production at Airbus factories across Europe. The build rate for 2018 is currently scheduled at just one new aircraft per month (12 aircraft to be built for the entire year). Increased efficiencies have allowed Airbus a break-even rate

of 20 aircraft a year, suggesting that 2018's catastrophic decrease will lead to large losses. Industry analysts are convinced that despite Airbus's protests that the A380 "is safe," its fate is rapidly being sealed and the aircraft could be off the market as early as 2020.

What ultimately went wrong for the A380? Much of the blame rests on the strategic decisions taken by Airbus and its view of the future of global aviation. At the beginning of the millennium, Airbus and Boeing executives each looked where their business was heading and saw similar facts: air traffic doubling every 15 years, including estimates that the number of travelers would hit four billion by 2020—and came to radically different conclusions about what these numbers implied for their future. Airbus executives argued that global "megacities," increasingly crowded hubs, and Asian expansion were the wave of the future and would demand larger long-distance aircraft that could carry significantly more people while linking these future destinations together. As Airbus put it, the A380 was the "one and only solution for sustainable growth at congested airports." Boeing's strategic vision was different. It believed medium-sized wide-body jets best matched future globalization pressures and anticipated higher frequency of travel among major and multiple growing cities. Boeing's strategic response was to build the 787 Dreamliner and expand use of its best-selling 777 model. Different visions led to different strategies, which ignited very different projects.[1]

Implementing Strategy Through Projects

LO 2.1 Understand how effective project management contributes to achieving strategic objectives.

For successful project management, the *organizational setting matters*—its culture, its structure, and its strategy each play an integral part, and together they create the environment in which a project will flourish or founder. For example, a project's connection to your organization's overall strategy, the care with which you staff the team, and the goals you set for the project can be critical. Similarly, your organization's policies, structure, culture, and operating systems can work to support and promote project management or can work against the ability to effectively run projects. Contextual issues provide the backdrop around which project activities must operate, so understanding what [illegible] is essentially critical to understanding how to manage projects. Issues that affect [illegible]

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Before beginning a project, the project manager and team must be certain about the structure of the organization as it pertains to their project and the tasks they seek to accomplish. As clearly [illegible] supporting relationships [illegible] and what will [illegible] budget [illegible] be established [illegible] key issues, or [illegible] the [illegible] team's independence. For example, General Electric's recent acquisition of French conglomerate Alstom for $14 billion has been an enormously complicated undertaking, involving the combined efforts of multiple business units, financial analysis, and constant interaction with Alstom's principle stakeholders, especially the French government. GE believed that its power business would benefit from acquiring the French turbine maker and integrating its operations into a larger power and energy enterprise. As part of its strategy, GE identified the business groups that could be blended into the organization, being units that were redundant to GE operations, divested itself of the turbine unit per European Union requirements, and created a logical organizational structure to best link the combined organization together in as efficient a manner as possible. Integrating Alstom's nearly 85,000 employees and global business units with its own operations makes GE's efforts a showcase in the project management of a strategic acquisition.

For many organizations, projects and project management practices are not the operating norm. In fact, as Chapter 1 discussed, projects typically exist outside of the formal, process-oriented activities associated with many organizations. As a result, many companies are simply not structured to allow for the successful completion of projects in conjunction with other ongoing corporate activities. The key challenge is discovering how project management may best be employed, regardless of the structure the company has adopted. What are the strengths and weaknesses of various structural forms, and what are their implications for our ability to manage projects? This chapter will examine the concept of organizational culture and its roots, and will discuss implications for effective project management. By looking closely at three of the most important contextual issues for project management—strategy, organizational structure, and culture—you will see how the variety of structural options can affect, either positively or negatively, the firm's ability to manage projects.

Projects and Organizational Strategy

LO 2.2 Recognize three components of the corporate strategy model: formulation, implementation, and evaluation.

Strategic management is the science of formulating, implementing, and evaluating cross-functional decisions that enable an organization to achieve its **objectives**.[2] In this section we will consider the relevant components of this definition as they apply to project management. Strategic management consists of the following elements:

1. *Developing vision statements and mission statements.* Vision and mission statements establish a sense of what the organization hopes to accomplish or what top managers hope it will become at some point in the future. Vision statements describe the organization in terms of where it would like to be in the future. Effective vision statements are both inspirational and aspirational. A corporate vision serves as a focal point for members of the organization who may find themselves pulled in different directions by competing demands. In the face of multiple expectations and even contradictory efforts, an ultimate vision can serve as a "tie breaker," which is highly beneficial in establishing priorities. In the case at the beginning of this chapter, for example, Boeing and Airbus developed distinct visions of the future of air travel and prioritized their projects accordingly. A sense of vision is also an extremely important source of motivation and purpose. As the book of Proverbs in the Bible points out, "Where there is no vision, the people perish" (Prov. 29:18).[3] Mission statements explain the company's reason for existence and support the vision. Many firms apply their vision and mission statements to evaluating new project opportunities as a first screening device. For example, Bechtel Corporation, a large construction organization, employs as its vision the goal of being "the world's premier engineering, construction, and project management organization."[4] For Bechtel, this means (1) customers and partners will see Bechtel as integral to their success; (2) people will be proud to work at Bechtel; and (3) communities will regard Bechtel as "responsible—and responsive." Projects Bechtel undertakes must support this vision, and [illegible] purpose.
2. *Formulating, implementing, and evaluating projects.* Projects are key ingredients in strategy implementation, play a crucial role in the basic process model of strategic management. A firm devotes significant time and resources to evaluating its business opportunities through [illegible] formulation of mission and vision statements, and evaluation of [illegible] opportunities and threats. All this is involved in selecting objectives, strategies, and selecting among various strategic alternatives. All these components relate to the formulation stage of strategy. Within this context, projects serve as the vehicles that enable companies to seize opportunities, capitalize on their strengths, and implement overall corporate objectives. New product development, for example, fits neatly into this framework. New products are developed and commercially introduced as a company's response to business opportunities. Effective project management enables firms to efficiently and rapidly respond.
3. *Making cross-functional decisions.* Business strategy is a corporate-wide venture, requiring the commitment and shared resources of all functional areas to meet overall objectives. Cross-functional decision making is a critical feature of project management, as experts from various functional groups come together into a team of diverse personalities and backgrounds. Project management work is a natural environment in which to operationalize strategic plans.
4. *Achieving objectives.* Whether the organization is seeking market leadership through low pricing, innovative products, superior quality, or other means, projects are the most effective tools to allow objectives to be met. A key feature of project management is that it can potentially allow firms to be effective in the external market as well as internally efficient in operations; that is, it is a great vehicle for optimizing organizational objectives, whether they incline toward efficiency of production or product or process effectiveness.

Projects have been called the stepping-stones of corporate strategy.[5] This idea implies that an organization's overall strategic vision is the driving force behind its project development. For example, 3M's desire to be a leading innovator in business gives rise to the creation and management of hundreds of new product development projects within this multinational organization

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TABLE 2.1 Projects Reflect Strategy

Strategy	Project
Technical or operating initiatives (such as new distribution strategies or decentralized plant operations)	Construction of new plants or modernization of facilities
Development of products for greater market penetration and acceptance	New product development projects
New business processes for greater streamlining and efficiency	Reengineering projects
Changes in strategic direction or product portfolio reconfiguration	New product lines
Creation of new strategic alliances	Negotiation with supply chain members (including suppliers and distributors)
Matching or improving on competitors' products and services	Reverse engineering projects
Improvement of cross-organizational communication and efficiency in supply chain relationships	Enterprise IT efforts
Promotion of cross-functional interaction, streamlining of new product or service introduction, and improvement of departmental coordination	Concurrent engineering projects

every year. Likewise, Rubbermaid Corporation is noted for its consistent pursuit of new product development and market introduction. It even has an online Innovation Center to help people with new product ideas work with the company to bring their ideas to market. The manner in which organizational strategies affect new project introductions will be addressed in greater detail in the chapter on project selection (Chapter 3). Projects are the building blocks of strategies; they put an action-oriented face on the strategic edifice. Some examples of how projects operate as strategic building blocks are shown in Table 2.1. Each of the examples illustrates the underlying theme that [illegible] projects [illegible] strategy. Projects are the [illegible] blocks to create the reality a strategy can only articulate.

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The **TOWS matrix** (See Figure 2.2) is a useful way to see the links between projects and an organization's strategic choices. TOWS comes from the acronym for "Threats–Opportunities–

	External Opportunities (O) 1. 2. 3.	External Threats (T) 1. 2. 3.
Internal Strengths (S) 1. 2. 3.	SO *"Maxi-Maxi" Strategy* Develop projects that use strengths to maximize opportunities	ST *"Maxi-Mini" Strategy* Develop projects that use strengths to minimize threats
Internal Weaknesses (W) 1. 2. 3.	WO *"Mini-Maxi" Strategy* Develop projects that minimize weaknesses by taking advantage of opportunities	WT *"Mini-Mini" Strategy* Develop projects that minimize weaknesses and avoid threats

FIGURE 2.2 TOWS Matrix

Weaknesses–Strengths" and refers to the challenges companies face in both their internal environment (within the organization) and their external environment (outside the company). In first identifying and then formulating strategies for addressing internal strengths and weaknesses and external opportunities and threats, firms rely on projects as a device for pursuing these strategic choices. As Figure 2.2 suggests, once an organization determines the appropriate strategies to pursue (e.g., "maxi-maxi" strategy), it can then identify and undertake project choices that support this TOWS matrix. Projects offer companies the ability to create concrete means for realizing strategic goals.[6]

An organization's strategic management is the first important contextual element in its project management approaches. Because projects form the building blocks that allow us to implement strategic plans, it is vital that there exists a clear sense of harmony, or complementarity, between strategy and projects that have been selected for development. In a later section of this chapter, we will add to our understanding of the importance of creating the right context for projects by adding an additional variable into the mix: the organization's structure.

Stakeholder Management

LO 2.3 See the importance of identifying critical project stakeholders and managing them within the context of project development.

Organizational research and direct experience tell us that organizations and project teams cannot operate in ways that ignore the external effects of their decisions. One way to understand the relationship of project managers and their projects to the rest of the organization is through employing stakeholder analysis. **Stakeholder analysis** is a useful tool for demonstrating some of the seemingly irresolvable conflicts that occur through the planned creation and introduction of any new project. **Project stakeholders** are defined as all individuals or groups who have an active stake in the project and can potentially impact, either positively or negatively, its development.[7] Project stakeholder analysis, then, consists of formulating strategies to identify the impact of stakeholders on the project and, if necessary, manage it for positive results.

Stakeholders can affect and be affected by organizational actions, practices, and goals. In some cases, [illegible] In other situations a stakeholder group may have relatively little power to influence a company's activities, but its presence may still require attention. Contrast, for example, the [illegible] case, the federal government has, in recent years, strongly limited the activities and sales strategies of the tobacco companies through the threat of regulation and litigation. On the other hand, Oracle, a large organization, can easily replace one small subcontractor with another.

Stakeholder analysis is helpful to the degree that it compels firms to acknowledge the potentially wide-ranging effects, both intended and unintended, that their actions can have on various stakeholder groups.[9] For example, the strategic decision to close an unproductive manufacturing facility may make good business sense in terms of costs versus benefits that the company derives from the manufacturing site. However, the decision to close the plant has the potential to unleash a torrent of stakeholder complaints in the form of protests and challenges from local unions, workers, community leaders in the town affected by the closing, political and legal groups, environmental concerns, and so forth. Sharp managers will consider the impact of stakeholder reaction as they weigh the possible effects of their strategic decisions.

Just as stakeholder analysis is instructive for understanding the impact of major strategic decisions, project stakeholder analysis is extremely important when it comes to managing projects. The project development process itself can be directly affected by stakeholders. This relationship is essentially reciprocal in that the project team's activities can also affect external stakeholder groups.[10] Some common ways the client stakeholder group has an impact on project team operations include agitating for faster development, working closely with the team to ease project transfer problems, and influencing top management in the parent organization to continue supporting the project. The project team can reciprocate this support through actions that show willingness to closely cooperate with the client in development and transition to user groups.

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The nature of these various demands can place them seemingly in direct conflict. That is, in responding to the concerns of one stakeholder, project managers often unwittingly find themselves having offended or angered another stakeholder who has an entirely different agenda and set of expectations. For example, a project team working to install a new software application across the organization may go to such levels to ensure customer satisfaction that it engages in countless revisions of the package until it has, seemingly, made the organization's customers happy. However, in doing so, the overall project schedule may now have slipped to the point where top management is upset by the cost and schedule overruns. In managing projects, we are challenged to find ways to balance a host of demands and still maintain supportive and constructive relationships with each important stakeholder group.

IDENTIFYING PROJECT STAKEHOLDERS

Internal stakeholders are a vital component in any stakeholder analysis, and their impact is usually felt in relatively positive ways. That is, while serving as limiting and controlling influences (in the case of the company accountant, for example), most internal stakeholders want to see the project developed successfully. On the other hand, some external stakeholder groups operate in manners that are quite challenging or even hostile to project development. Consider the implications of crude oil prices. With oil prices remaining unstable, ranging from $40 to above $60 per barrel through much of 2017, the impact on the global economy, slowly emerging from the Great Recession, has been severe. Many groups in the United States have advocated taking steps to lessen the country's dependence on foreign oil, including offshore exploration and the development of a new generation of nuclear power plants. Hydraulic fracturing ("fracking") technology has been widely embraced as a means for developing shale deposits across the country, resulting in the United States going from being a net importer of 1.5 trillion cubic feet of natural gas in 2012 to a net exporter in late 2016. Environmental groups, however, continue to oppose these steps, vowing to use litigation, political lobbying, and other measures to resist the development of these alternative energy sources. As a recent example of the danger, they cite the Deepwater Horizon disaster that leaked thousands of barrels of oil into the Gulf of Mexico. Political efforts by environmentalists and their supporters were initially successful in halting completion of the Dakota Access Pipeline project and have delayed [illegible] regarding [illegible] groups, defined as groups external to the project but possessing the power to effectively intervene and disrupt the project's development.[11]

[illegible] set of project stakeholders that [illegible] managers must [illegible]:

Internal

- Top management
- Accounting
- Other functional managers
- Project team members

External

- Clients
- Competitors
- Suppliers
- Environmental, political, consumer, and other intervenor groups

CLIENTS Our focus throughout this entire book will be on maintaining and enhancing client relationships. In most cases, for both external and internal clients a project deals with an investment. Clients are concerned with receiving the project from the team as quickly as possible because the longer the project implementation, the longer the money invested sits without generating any returns. As long as costs are not passed on to them, clients seldom are overly interested in how much expense is involved in a project's development. The opposite is usually the case, however. Costs typically must be passed on, and customers are avidly interested in getting what they pay for. Also, many projects start before client needs are fully defined. Product concept screening and clarification are often made part of the project scope of work (see Chapter 5). These issues—costs and client needs—are two strong reasons why many customers seek the right to make suggestions

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and request alterations in the project's features and operating characteristics well into the project schedule. Customers feel, with justification, that a project is only as good as it is acceptable and useful. This sets a certain flexibility requirement and requires willingness from the project team to be amenable to specification changes.

Another important fact to remember about dealing with client groups is that the term *client* does not in every case refer to the *entire* customer organization. The reality is often far more complex. A client firm consists of a number of internal interest groups, and in many cases they have different agendas. For example, a company can probably readily identify a number of distinct clients within the customer organization, including the top management team, engineering groups, sales teams, on-site teams, manufacturing or assembly groups, and so on. Under these normal circumstances, it becomes clear that the process of formulating a stakeholder analysis of a customer organization can be a complex undertaking.

The challenge is further complicated by the need to communicate, perhaps using different business language, with the various customer stakeholder groups (see Figure 2.3). Preparing a presentation to deal with the customer's engineering staff requires mastery of technical information and solid specification details. On the other hand, the finance and contractual people are looking for tightly presented numbers. Formulating stakeholder strategies requires you first to acknowledge the existence of these various client stakeholders, and then to formulate a coordinated plan for uncovering and addressing each group's specific concerns and learning how to reach them.

COMPETITORS Competitors can be an important stakeholder element because they are affected by the successful implementation of a project. Likewise, should a rival company bring a new product to market, the project team's parent organization could be forced to alter, delay, or even abandon its project. In assessing competitors as a project stakeholder group, project managers should try to uncover any information available about the status of a competitor's projects. Furthermore, where possible, any apparent lessons a competitor may have learned can be a source of useful information for a project manager who is initiating a similar project. If a number of severe implementation problems occurred within the competitor's project, that information could offer valuable lessons in terms of what to avoid.

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SUPPLIERS With the increasing trend toward outsourcing of key elements of project work, the project team needs in order to complete the project. When a project requires a significant supply of externally purchased components, the project manager needs to take every step possible to ensure steady delivery. In most cases, this is a two-way street. First, the project manager has to ensure that each supplier is provided with information necessary to implement its part of the project in a timely way. Second, the project manager must monitor the deliveries so they are met according to plan. In the ideal case, the supply chain becomes a well-greased machine that automatically both draws the input information from the project team and delivers the products without excessive involvement



FIGURE 2.3 Project Stakeholder Relationships

of the project manager. For example, in large-scale construction projects, project teams daily must face and satisfy an enormous number of supplier demands. The entire discipline of supply chain management is predicated on the ability to streamline logistics processes by effectively managing the project's supply chain.[12] When this process fails or is disrupted the consequences can be severe, as in the case of the catastrophic tsunami that struck the northeastern coast of Japan in March 2011. The supply chains and product development capabilities of Japanese corporations were badly damaged. Economists estimate that the natural disaster cost the country's economy over $300 billion. Further, numerous corporations (both Japanese companies and those that were their supply chain partners) were affected by the disaster. Japan manufactures 20% of the world's semiconductor products, and the disaster led to serious shortages and delivery delays for companies such as Intel, Toshiba, and Apple.

INTERVENOR GROUPS Environmental, political, social, community-activist, or consumer groups that can have a positive or negative effect on the project's development and successful launch are referred to as intervenor groups.[13] That is, they have the capacity to intervene in the project development and force their concerns to be included in the equation for project implementation. There are some classic examples of intervenor groups curtailing major construction projects, particularly in the nuclear power plant construction industry. As federal, state, and even local regulators decide to involve themselves in these construction projects, intervenors have the legal system at their disposal as a method for tying up or even curtailing projects. For example, while wind farms supply more than half of the electricity needs for the country of Denmark, the alternative energy "Cape Wind" project proposed for Nantucket Sound off the coast of Cape Cod, Massachusetts was cancelled after encountering strong resistance from local groups opposed to the threat from these farms ruining the local seascape. Litigation had tied this wind farm project up for 14 years, and the developers ultimately realized that they did not have the time, money, or political capital to continue fighting. Prudent project managers need to make a realistic assessment of the nature of their projects and the likelihood that one intervenor group or another may make an effort to impose its will on the development process.

TOP MANAGEMENT In most organizations, top management holds a great deal of control over project management. It is typically top management who initiates projects by authorizing the project management office and/or the body that authorizes the development of the project through giving the initial "go" decision, sanctions additional resource transfers as they are needed by the project team, and supports and protects project managers and their teams from other organizational pressures. Top management usually wants projects done in the shortest time possible (or yesterday), cost as little money as possible (or not want to spend much more for it than they have to), and minimally disruptive to the rest of the functional organization.

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ACCOUNTING The accountant's *raison d'être* in the organization is maintaining cost efficiency of the project teams. Accountants support and actively monitor project budgets, and as such are sometimes perceived as the enemy by project managers. This perception is wrong-minded. To be able to manage the project, to make the necessary decisions, and to communicate with the customer, the project manager has to stay on top of the cost of the project at all times. An efficient cost control and reporting mechanism is vital. Accountants perform an important administrative service for the project manager.

FUNCTIONAL MANAGERS Functional managers who occupy line positions within the traditional chain of command are an important stakeholder group to acknowledge. Most projects are staffed by individuals who are essentially on loan from their functional departments. In fact, in many cases project team members may only have part-time appointments to the team, and their functional managers may still expect a significant amount of work out of them per week in performing their functional responsibilities. This situation can create a good deal of confusion and conflict, and require negotiation between project managers and functional supervisors. This may lead to seriously divided loyalties among team members, particularly when performance evaluations are conducted by functional managers rather than the project manager. In terms of simple self-survival, team members often maintain closer allegiance to their functional group than to the project team.

Project managers need to appreciate the power of the organization's functional managers as a stakeholder group. Functional managers are not usually out to discourage project development.

Rather, they have loyalty to their functional roles and act and use their resources accordingly, within the limits of the company's structure. Nevertheless, as a formidable stakeholder group functional managers need to be treated with due consideration by project managers.

PROJECT TEAM MEMBERS The project team obviously has a tremendous stake in the project's outcome. Although some may have a divided sense of loyalty between the project and their functional group, in many companies the team members volunteer to serve on projects and, hopefully, receive the kind of challenging work assignments and opportunities for growth that motivate them to perform effectively. Project managers must understand that their project's success depends on the commitment and productivity of each member of the project team. Thus, team members' impact on the project is, in many ways, more profound than that of any other stakeholder group.

MANAGING STAKEHOLDERS

Project managers and their companies need to recognize the importance of stakeholder groups and proactively manage with their concerns in mind. Block offers a useful framework of the political process that has application to stakeholder management.[14] In his framework, Block suggests six steps:

1. Assess the environment
2. Identify the goals of the principal actors
3. Assess your own capabilities
4. Define the problem
5. Develop solutions
6. Test and refine the solutions

ASSESS THE ENVIRONMENT Is the project relatively low-key, or is it potentially so significant that it will likely excite a great deal of attention? For example, when EMC Corporation, a large computer manufacturer, began development of a new line of minicomputers and storage units with the potential for either great profits or serious losses, it took great care to first determine the need for such a product. Going directly to the consumer population with market research was the key to assessing the external environment. Likewise, one of the shapers of autonomous and near-autonomous cars, technology development, seeks to gain knowledge and feedback to develop [illegible] with consumers to determine their expectations and comfort level with the technology. In testing to date, autonomous vehicles developed by Waymo (Google's autonomous car division) have driven over 2.5 million miles with only one accident, which was human-caused. Waymo is developing partnerships with [illegible] Fiat Chrysler, Honda, Jaguar Land Rover, and Renault-Nissan to supply self-driving fleets. Mercedes, BMW, and Tesla have already released self-driving features that give their cars some ability to drive themselves. Meanwhile, Uber launched a pilot program in the Pittsburgh area to gauge customer reaction to being transported by self-driving cars. Current projections are that a safe and workable driverless car could be ready for release as early as 2019, with 10 million driverless cars on the road by 2020. Ultimately, it is estimated that over 1 billion automobiles and trucks worldwide and over 450,000 civilian and military aircraft could be affected by this new technology.[15]

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IDENTIFY THE GOALS OF THE PRINCIPAL ACTORS As a first step in fashioning a strategy to defuse negative reaction, a project manager should attempt to paint an accurate portrait of stakeholder concerns. Fisher and Ury[16] have noted that the positions various parties adopt are almost invariably based on need. What, then, are the needs of each significant stakeholder group regarding the project? A recent example will illustrate this point. A small IT firm specializing in network solutions and software development recently contracted with a larger publishing house to develop a simulation for college classroom use. The software firm was willing to negotiate a lower-than-normal price for the job because the publisher suggested that excellent performance on this project would lead to future business. The software organization, interested in follow-up business, accepted the lower fee because its more immediate needs were to gain entry into publishing and develop long-term customer contacts. The publisher needed a low price; the software developer needed new market opportunities.

Project teams must look for hidden agendas in goal assessment. It is common for departments and stakeholder groups to exert a set of overt goals that are relevant but often illusionary.[17] In haste to satisfy these overt or espoused goals, a common mistake is to accept these goals on face

value without looking into the needs that may drive them or create more compelling goals. Consider, for example, a project in a large, project-based manufacturing company to develop a comprehensive project management scheduling system. The project manager in charge of the installation approached each department head and believed that he had secured their willingness to participate in creating a scheduling system centrally located within the project management division. Problems developed quickly, however, because IT department members, despite their public professions of support, began using every means possible to covertly sabotage the implementation of the system, delaying completion of assignments and refusing to respond to user requests. What was their concern? They believed that placing a computer-generated source of information anywhere but in the IT department threatened their position as the sole disseminator of information. In addition to probing the overt goals and concerns of various stakeholders, project managers must look for hidden agendas and other sources of constraint on implementation success.

ASSESS YOUR OWN CAPABILITIES As Robert Burns said, "Oh wad some Power the giftie gie us/To see oursels as ithers see us!"[18] Organizations must consider what they do well. Likewise, what are their weaknesses? Do the project manager and her team have the political savvy and a sufficiently strong bargaining position to gain support from each of the stakeholder groups? If not, do they have connections to someone who can? Each of these questions is an example of the importance of the project team understanding its own capacities and capabilities. For example, not everyone has the contacts to upper management that may be necessary for ensuring a steady flow of support and resources. If you realistically determine that political acumen is not your strong suit, then the solution may be to find someone who has these skills to help you.

DEFINE THE PROBLEM We must seek to define problems both in terms of our own perspective and in consideration of the valid concerns of the other party. The key to developing and maintaining strong stakeholder relationships lies in recognizing that different parties can have very different but equally legitimate perspectives on a problem. When we define problems not just from our viewpoint but also by trying to understand how the same issue may be perceived by stakeholders, we are operating in a "win-win" mode. Furthermore, we must be as precise as possible, staying focused on the specifics of the problem and not generalities. The more accurately stakeholders can define [illegible] the more likely we will be to develop compelling win-win options.

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DEVELOP SOLUTIONS There are two important points to note about this step. First, developing solutions means precisely that: creating an action plan to address, as much as possible, the needs of the various stakeholder groups. [illegible] stakeholder groups. [illegible] consultative stage in which the project manager, together with the team, seeks to manage the political process. What will work in dealing with top management? In implementing that strategy, what reaction is likely to be elicited from the accountant? The client? The project team? Asking these questions helps the project manager develop solutions that acknowledge the interrelationships of each of the relevant stakeholder groups. The topics of power, political behavior, influence, and negotiation will be discussed in greater detail in Chapter 6.

As a second point, it is necessary that we do our political homework prior to developing solutions.[19] Note the late stage at which this step is introduced. Project managers can fall into a trap if they attempt to manage a process with only fragmentary or inadequate information. The philosophy of "ready, fire, aim" is sometimes common in stakeholder management. The result is a stage of perpetual firefighting during which the project manager is a virtual pendulum, swinging from crisis to crisis. Pendulums and these project managers share one characteristic: they never reach a goal. The process of putting out one fire always seems to create a new blaze.

TEST AND REFINE THE SOLUTIONS Implementing the solutions implies acknowledging that the project manager and team are operating under imperfect information. You may assume that stakeholders will react to certain initiatives in predictable ways, but such assumptions can be erroneous. In testing and refining solutions, the project manager and team should realize that solution implementation is an iterative process. You make your best guesses, test for stakeholder reactions, and reshape your strategies accordingly. Along the way, many of your preconceived notions about the needs and biases of various stakeholder groups must be refined as well. In some cases, you will have made accurate assessments. At other times, your suppositions may have been dangerously

naive or disingenuous. Nevertheless, this final step in the stakeholder management process forces the project manager to perform a critical self-assessment. It requires the flexibility to make accurate diagnoses and appropriate midcourse corrections.

When done well, these six steps form an important method for acknowledging the role that stakeholders play in successful project implementation. They allow project managers to approach political stakeholder management much as they would any other form of problem solving, recognizing it as a multivariate problem as various stakeholders interact with the project and with one another. Solutions to political stakeholder management can then be richer, more comprehensive, and more accurate.

An alternative, simplified stakeholder management process consists of planning, organizing, directing, motivating, and controlling the resources necessary to deal with the various internal and external stakeholder groups. The various stakeholder management functions are interlocked and repetitive; that is, this stakeholder management process is really best understood as a cycle. As you continually assess the environment, you refine the goals of the principal stakeholders. Likewise, as you assess your own capabilities, define the problems and possible solutions, you are constantly observing the environment to make sure that your proposed solutions are still valid. Finally, in testing and refining these solutions it is critical to ensure that they will be the optimal alternatives, given likely changes in the environment. In the process of developing and implementing your plans, you are likely to uncover new stakeholders whose demands must also be considered. Furthermore, as the environment changes or as the project enters a new stage of its life cycle, you may be required to cycle through the stakeholder management model again to verify that your old management strategies are still effective. If, on the other hand, you deem that new circumstances make it necessary to alter those strategies, you must work through this stakeholder management model anew to update the relevant information.

Organizational Structure

LO 2.4 Recognize the strengths and weaknesses of three basic forms of organizational structure [illegible] for [illegible] projects.

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The word *structure* implies organization. People who work in an organization are grouped so that their efforts can be channeled for maximum efficiency. **Organizational structure** consists of three basic elements:

1. ***Organizational structure designates formal reporting relationships, including the number of levels in the hierarchy and the span of control of managers and supervisors.*** Who reports to whom in the structural hierarchy? This is a key component of a firm's structure. A span of control determines the number of subordinates directly reporting to each supervisor. In some structures a manager may have a wide span of control, suggesting a large number of subordinates, while other structures mandate narrow spans of control and few individuals reporting directly to any supervisor. For some companies the reporting relationship may be rigid and bureaucratic; other firms require flexibility and informality across hierarchical levels.
2. ***Organizational structure identifies the grouping together of individuals into departments and departments into the total organization.*** How are individuals collected into larger groups? Starting with the smallest, units of a structure continually recombine with other units to create larger groups, or organizations of individuals. These groups, referred to as departments, may be grouped along a variety of different logical patterns. For example, among the most common reasons for creating departments are (1) *function*—grouping people performing similar activities into similar departments, (2) *product*—grouping people working on similar product lines into departments, (3) *geography*—grouping people within similar geographical regions or physical locations into departments, and (4) *project*—grouping people involved in the same project into a department. We will discuss some of these more common departmental arrangements in detail later in this chapter.
3. ***Organizational structure includes the design of systems to ensure effective communication, coordination, and integration of effort across departments.*** This third feature of organizational structure refers to the supporting mechanisms the firm relies on to reinforce and

promote its structure. These supporting mechanisms may be simple or complex. In some firms, a method for ensuring effective communication is simply to mandate, through rules and procedures, the manner in which project team members must communicate with one another and the types of information they must routinely share. Other companies use more sophisticated or complex methods for promoting coordination, such as the creation of special project offices apart from the rest of the company where project team members work for the duration of the project. The key thrust behind this third element in organizational structure implies that simply creating a logical ordering or hierarchy of personnel for an organization is not sufficient unless it is also supported by systems that ensure clear communication and coordination across the departments.

It is also important to note that within the project management context two distinct structures operate simultaneously, and both affect the manner in which the project is accomplished. The first is the overall structure of the organization that is developing the project. This structure consists of the arrangement of all units or interest groups participating in the development of the project; it includes the project team, the client, top management, functional departments, and other relevant stakeholders. The second structure at work is the internal structure of the project team; it specifies the relationship between members of the project team, their roles and responsibilities, and their interaction with the project manager. The majority of this chapter examines the larger structure of the overall organization and how it pertains to project management. The implications of internal project team structure will be discussed here but explored more thoroughly in Chapter 6.

FORMS OF ORGANIZATIONAL STRUCTURE

Organizations can be structured in an infinite variety of ways, ranging from highly complex to extremely simple. What is important to understand is that typically the structure of an organization does not happen by chance; it is the result of a reasoned response to forces acting on the firm. A number of factors routinely affect the reasons why a company is structured the way it is. Operating environment is among the most important determinants or factors influencing an organization's structure. An organization's **external environment** consists of all forces or groups outside the organization that have the potential to affect the organization. Some elements in a company's external environment with which it must interact frequently are its customers, competitors in the marketplace, the government and other legal or regulatory bodies, general economic conditions, pools of available human or financial resources, suppliers, technological trends, and so forth. In turn, these organizational structures often create forces and changes in relation to the external environment that have a direct impact on the manner in which projects are managed within the organization. As we will see, each organizational type offers its own benefits and drawbacks as a context for creating projects.

Some common structural types classify the majority of firms. These structure types include the following:

1. ***Functional organizations.*** Companies are structured by grouping people performing similar activities into departments.
2. ***Project organizations.*** Companies are structured by grouping people into project teams on temporary assignments.
3. ***Matrix organizations.*** Companies are structured by creating a dual hierarchy in which functions and projects have equal prominence.

FUNCTIONAL ORGANIZATIONS

The **functional structure** is probably the most common organizational type used in business today. The logic of the functional structure is to group people and departments performing similar activities into units. In the functional structure, it is common to create departments such as accounting, marketing, or research and development. Division of labor in the functional structure is not based on the type of product or project supported, but rather according to the type of work performed. In an organization having a functional structure, members routinely work on multiple projects or support multiple product lines simultaneously.

Figure 2.4 shows an example of a functional structure. Among the clear strengths of the functional organization is efficiency. When every accountant is a member of the accounting department,

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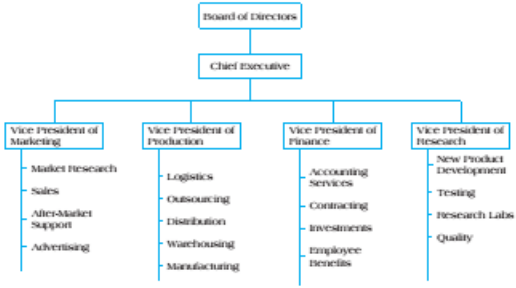


FIGURE 2.4 Example of a Functional Organizational Structure

it is possible to more efficiently allocate the group's services throughout the organization, account for each accountant's work assignments, and ensure that there is no duplication of effort or unused resources. Another advantage is that it is easier to maintain valuable intellectual capital when all expertise is consolidated under one functional department. When you need an expert on offshore tax implications for globally outsourced projects, you do not have to conduct a firmwide search but can go right to the accounting department to find a resident expert.

The most common weakness in a functional structure from a project management perspective relates to the tendency for employees organized this way to become fixated on their concerns and work assignments to the exclusion of the needs of other departments. This idea has been labeled *functional siloing*, named for the silos found on farms (see Figure 2.5). Siloing occurs when similar [illegible] of business executives by the American Management Association found that 83% of executives said that silos existed in their companies and that 97% think they have a negative effect. For example,

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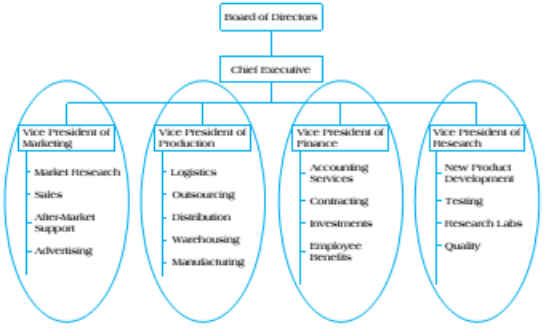


FIGURE 2.5 The Siloing Effect Found in Functional Structures

and a corporate structure that maintained silos and poor communication among the functional groups.[21] Likewise, Robert Lutz, former President of Chrysler, argued that an ongoing weakness at that automobile company was the inability of the various functional departments to cooperate with and recognize the contributions of each other. Another weakness of functional structures is a generally poor responsiveness to external opportunities and threats. Communication channels tend to run up and down the hierarchy, rather than across functional boundaries. This vertical hierarchy can overload, and decision making takes time. Functional structures also may not be very innovative due to the problems inherent in the design. With siloed functional groups typically having a restricted view of the overall organization and its goals, it is difficult to achieve the cross-functional coordination necessary to innovate or respond quickly to market opportunities.

For project management, an additional weakness of the functional structure is that it provides no logical location for a central project management function. Top management may assign a project and delegate various components of that project to specialists within the different functional groups. Overall coordination of the project, including combining the efforts of the different functions assigned to perform project tasks, must then occur at a higher, top management level. A serious drawback for running projects in this operating environment is that they often must be *layered*, or applied on top of the ongoing duties of members of functional groups. The practical effect is that individuals whose main duties remain within their functional group are assigned to staff projects, and when employees owe their primary allegiance to their own department, their frame of reference can remain functional. Projects can be temporary distractions in this sense, taking time away from "real work." This can explain some of the behavioral problems that occur in running projects, such as low team member motivation or the need for extended negotiations between project managers and department supervisors for personnel to staff project teams.

Another project-related problem of the functional organization is the fact that it is easy to suboptimize the project's development.[22] When the project is developed as the brainchild of one department, that group's efforts may be well considered and effective. In contrast, departments not as directly tied to or interested in the project may perform their duties to the minimum possible level. A successful project-based product or service requires the fully coordinated efforts of all functional groups participating in and contributing to the project's development.

Another problem is that customers are not the primary focus of anyone within the functional structure. Instead, coordination of the different units' contributions to the project is the problem, particularly among personnel whose duties tend to be supportive. Customer requirements must be met, and projects must be created with the customer in mind. Any departmental representatives on the project team who have not adopted a customer-focused mind-set add to the possibility of project planning issues.

To sum up the functional structure (see Table 2.2), as it relates to the external environment this structure is well suited to firms with relatively low levels of external uncertainty because their stable environments do not require rapid adaptation or responsiveness. When the environment is relatively predictable, the functional structure works well because it emphasizes efficiency. Unfortunately, project management activities within the functionally organized firm can often be

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TABLE 2.2 Strengths and Weaknesses of Functional Structures

Strengths for Project Management	Weaknesses for Project Management
1. Projects are developed within the basic functional structure of the organization, requiring no disruption or change to the firm's design.	1. Functional siloing makes it difficult to achieve cross-functional cooperation.
2. Enables the development of in-depth knowledge and intellectual capital.	2. Lack of customer focus.
3. Allows for standard career paths. Project team members only perform their duties as needed while maintaining maximum connection with their functional group.	3. Projects generally take longer to complete due to structural problems, slower communication, lack of direct ownership of the project, and competing priorities among the functional departments.
	4. Projects may be suboptimized due to varying interest or commitment across functional boundaries.

problematic when they are applied in settings for which this structure's strengths are not well suited. As the above discussion indicates, although there are some ways in which the functional structure can be advantageous to managing projects, in the main it is perhaps the poorest form of structure when it comes to getting the maximum performance out of project management assignments.[23]

PROJECT ORGANIZATIONS

Project organizations are those that are set up with their exclusive focus aimed at running projects. Construction companies, large manufacturers such as Boeing or Airbus, pharmaceutical firms, and many software consulting and research and development organizations are organized as pure project organizations. Within the project organization, each project is a self-contained business unit with a dedicated project team. The firm assigns resources from functional pools directly to the project for the time period they are needed. In the project organization, the project manager has sole control over the resources the unit uses. The functional departments' chief role is to coordinate with project managers and ensure that there are sufficient resources available as they need them.

Figure 2.6 illustrates a simple form of the pure **project structure**. Projects Alpha and Beta have been formed and are staffed by project team members from the company's functional groups. The project manager is the leader of the project, and the staff all report to her. The staffing decisions and duration of employees' tenure with the project are left to the discretion of the project manager, who is the chief point of authority for the project. As the figure suggests, there are several advantages to the use of a pure project structure.

- First, the project manager does not occupy a subordinate role in this structure. All major decisions and authority remain under the control of the project manager.
- Second, the functional structure and its potential for siloing or communication problems are bypassed. As a result, communication improves across the organization and within the project team. Because authority remains with the project manager and the project team, decision making is sped up. Project decisions can occur quickly, without lengthy delays, as functional groups are consulted or allowed to veto project team decisions.
- Third, this organizational type promotes the expertise of a cadre of project management professionals. Because the focus for operations within the organization is project based, everyone within the organization is professionally committed to the success of projects. Thus, the firm can be sure the organization maintains highly competent project management resources.
- Finally, the pure project structure encourages flexibility and rapid response to environmental opportunities. Projects are created, managed, and disbanded as[illegible] the[illegible] ability to [illegible] [illegible] [illegible]

Although there are a number of advantages in creating dedicated project teams using a project structure (see Table 2.3), this design does have some disadvantages that should be considered.

- First, the process of setting up and maintaining a number of self-contained project teams can be expensive. The different functional groups, rather than controlling their resources, must provide them on a full-time basis to the different projects being undertaken at any point. This can result in forcing the project organization to hire more project specialists (e.g., engineers) than they might need otherwise, with a resulting loss of economies of scale.
- Second, the potential for inefficient use of resources is a key disadvantage of the pure project organization. Organizational staffing may fluctuate up and down as the number of projects in the firm increases or decreases. Hence, it is possible to move from a state in which many projects are running and organizational resources are fully employed to one in which only a few projects are in the pipeline, with many resources underutilized. In short, manpower requirements across the organization can increase or decrease rapidly, making staffing problems severe.
- Third, it is difficult to maintain a supply of technical or intellectual capital, which is one of the advantages of the functional structure. Because resources do not typically reside within the functional structure for long, it is common for them to shift from project to project, preventing the development of a pooled knowledge base. For example, many project organizations hire technically proficient contract employees for various project tasks. These employees perform their work, and once they are finished and their contract is terminated they leave the organization, taking their expertise with them. Expertise resides not within the organization but differentially within the functional members who are assigned to the projects. Hence, some team members may be highly knowledgeable while others are not sufficiently trained and capable.
- A fourth problem with the pure project form has to do with the legitimate concerns of project team members as they anticipate the completion of the project. What, they wonder, will be in their future once their project is completed? As noted above, staffing can be inconsistent, and often project team members finish a project only to discover that they are not needed for new assignments. Functional specialists in project organizations do not have the kind of permanent "home" that they would have in a functional organization, so their concerns are justified. In a [illegible] project team members are more committed to their project than they are to the [illegible] with the functional structure. In short, their emphasis is project-based, and their interests reside not with the larger organization but within their own project. When a project is completed they may begin searching for new challenges and may even leave the company [illegible] new assignments.

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MATRIX ORGANIZATIONS

One of the more innovative organization designs to emerge in the past 30 years has been the **matrix structure**. The **matrix organization**, which is a combination of functional and project activities, seeks a balance between the functional organization and the pure project form. The way it achieves this

TABLE 2.3 Strengths and Weaknesses of Project Structures

Strengths for Project Management	Weaknesses for Project Management
1. Assigns authority solely to the project manager.	1. Setting up and maintaining teams can be expensive.
2. Leads to improved communication across the organization and among functional groups.	2. Potential for project team members to develop loyalty to the project rather than to the overall organization.
3. Promotes effective and speedy decision making.	3. Difficult to maintain a pooled supply of intellectual capital.
4. Promotes the creation of cadres of project management experts.	4. Concern among project team members about their future once the project ends.
5. Encourages rapid response to market opportunities.	

balance is to emphasize both function and project focuses at the same time. In practical terms, the matrix structure creates a *dual hierarchy* in which there is a balance of authority between the project emphasis and the firm's functional departmentalization. Figure 2.7 illustrates how a matrix organization is set up. Note that the vice president of projects occupies a unique reporting relationship in that the position is not formally part of the organization's functional department structure. The vice president is the head of the projects division and occupies one side of the dual hierarchy, a position shared with the CEO and heads of functional departments.

Figure 2.7 also provides a look at how the firm staffs project teams. The vice president of projects controls the activities of the project managers under his authority. They, however, must work closely with functional departments to staff their project teams through loans of personnel from each functional group. Whereas in functional organizations project team personnel are still almost exclusively under the control of the functional departments and to some degree serve at the pleasure of their functional boss, in the matrix organizational structure these personnel are shared by both their departments and the project to which they are assigned. They remain under the authority of both the project manager and their functional department supervisor. Notice, for example, that the project manager for Project Alpha has negotiated the use of two **resources** (personnel) from the vice president of marketing, 1.5 resources from production, and so forth. Each project and project manager is responsible for working with the functional heads to determine the optimal staffing needs, how many people are required to perform necessary project activities, and when these people will be available. Questions such as "What tasks must be accomplished on this project?" are best answered by the project manager. However, other equally important questions, such as "Who will perform the tasks?" and "How long should the tasks take?" are matters that must be jointly negotiated between the project manager and the functional department head.

It is useful to distinguish between three common forms of the matrix structure: the **weak matrix** (sometimes called the *functional matrix*), the **balanced matrix**, and the **strong matrix** (sometimes referred to as a *project matrix*). In a weak matrix, functional departments maintain control over their resources and are responsible for managing their components of the project. The project manager's role is to coordinate the activities of the functional departments, typically as an administrator. She is expected to prepare schedules, update project status, and serve as the link between the departments with their different project deliverables but she does not have direct authority to control resources. A balanced matrix recognizes the need for the project manager role but attempts to equally distribute authority and resource assignment responsibility between the project manager and the functional department head. In a strong matrix, the balance of power has further shifted in favor of the project manager. She now controls most of the project activities and functions, including

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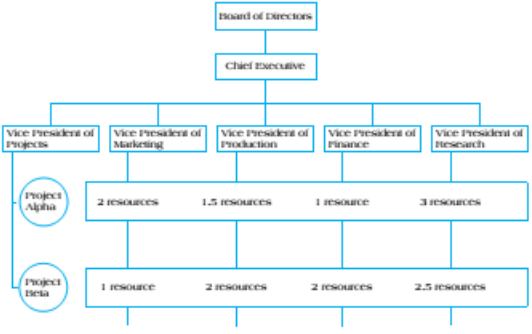


FIGURE 2.7 Example of a Matrix Organizational Structure

functional managers have some input into the assignment of personnel from their departments, their role is mostly consultative. The strong matrix is probably the closest to a project organization mentality that we can get while working within a matrix environment.

Creating an organizational structure with two bosses may seem awkward, but there are some important advantages to this approach, provided certain conditions are met. Matrix structures are useful under circumstances in which:[24]

1. ***There is pressure to share scarce resources across product or project opportunities.*** When an organization has scarce human resources and a number of project opportunities, it faces the challenge of using its people and material resources as efficiently as possible to support the maximum number of projects. A matrix structure provides an environment in which the company can emphasize efficient use of resources for the maximum number of projects.
2. ***There is a need to emphasize two or more different types of output.*** For example, the firm may need to promote its technical competence (using a functional structure) while continually creating a series of new products (requiring a project structure). With this dual pressure for performance, there is a natural balance in a matrix organization between the functional emphasis on technical competence and efficiency and the project focus on rapid new product development.
3. ***The environment of the organization is complex and dynamic.*** When firms face the twin challenges of complexity and rapidly shifting environmental pressures, the matrix structure promotes the exchange of information and coordination across functional boundaries.

In the matrix structure, the goal is to create a simultaneous focus on the need to be quickly responsive to both external opportunities and internal operating efficiencies. In order to achieve this dual focus, equal authority must reside within both the project and the functional groups. One advantage of the matrix structure for managing projects is that it places project management parallel to functional departments in authority. This advantage highlights the enhanced status of the project manager in this structure, who is expected to hold a similar level of power and control over resources as department managers do. Another advantage is that the matrix is specifically tailored to encourage close coordination between departments, with an emphasis on producing projects quickly and efficiently while sharing resources among projects as they are needed. Unlike the functional structure, in which project personnel are buried deep in the structure that is not necessarily supportive of their processes, the matrix structure balances the twin demands of external responsiveness and internal efficiency, creating an environment in which projects can be performed expeditiously. Finally, because resources are shared and movable among multiple projects, there is greater intelligence that exists within the firm. Rewards are not centered on some limited set of personnel, as in the project organization, but will be diffused more widely across the firm.

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Among the disadvantages of the matrix structure's dual hierarchy is the potentially negative effect that creating multiple authority points has on operations. When two parts of the organization share authority, the workers caught between them can experience great frustration when they receive mixed or conflicting messages from the head of the project group and the head of their functional departments. Suppose that the vice president of projects signaled the need for workers to concentrate their efforts on a critical project with a May 1 deadline. If at the same time the head of finance were to tell his staff that with tax season imminent it was necessary for his employees to ignore projects for the time being to finish tax-related work, what might happen? From the team member's perspective, this dual hierarchy can be very frustrating. Workers daily experience a sense of being pulled in multiple directions as they receive conflicting instructions from their bosses—both on projects and in their departments. Consequently, ordinary work often becomes a balancing act based on competing demands for their time.

Another disadvantage is the amount of time and energy required by project managers in meetings, negotiations, and other coordinative functions to get decisions made across multiple groups, often with different agendas. Table 2.4 summarizes the strengths and weaknesses of the matrix structure.

Although matrix structures seem to be a good solution for project management, they require a great deal of time to be spent coordinating the use of human resources. Many project managers comment that as part of the matrix they devote a large proportion of their time to meetings, to resolving or negotiating resource commitments, and to finding ways to share power with

TABLE 2.4 Strengths and Weaknesses of Matrix Structures

Strengths for Project Management	Weaknesses for Project Management
1. Suited to dynamic environments.	1. Dual hierarchies mean two bosses.
2. Emphasizes the dual importance of project management and functional efficiency.	2. Requires significant time to be spent negotiating the sharing of critical resources between projects and departments.
3. Promotes coordination across functional units.	3. Can be frustrating for workers caught between competing project and functional demands.
4. Maximizes scarce resources between competing project and functional responsibilities.	

department heads. The matrix structure offers some important benefits and drawbacks from the perspective of managing projects. It places project management on an equal footing with functional efficiency and promotes cross-functional coordination. At the same time, however, the dual hierarchy results in some significant behavioral challenges as authority and control within the organization are constantly in a state of flux.[25] A common complaint from project managers operating in matrix organizations is that an enormous amount of their time is taken up with "playing politics" and bargaining sessions with functional managers to get the resources and help they need. In a matrix, negotiation skills, political savvy, and networking become vital tools for project managers who want to be successful.

MOVING TO HEAVYWEIGHT PROJECT ORGANIZATIONS

The term **heavyweight project organization** refers to the belief that organizations can sometimes gain tremendous benefits from creating a fully dedicated project organization.[26] The heavyweight project organization concept is based on the notion that successful project organizations do not happen by chance or luck. Measured steps in design and operating philosophy are needed to get to the top and remain there. Taking their formulation from the "Skunkworks" model, named after the [illegible] project team responsible for the [illegible] judgment by the firm of the priority of project-based work in the company. In these organizations the project manager is given full authority, status, and responsibility to ensure project success. Functional departments are either fully subordinated to the projects or the project teams are seconded and [illegible] which they accomplish their tasks.

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In order to achieve the flexibility and responsiveness that the heavyweight organization can offer, it is important to remember some key points. First, no one goes directly to the autonomous team stage when it comes to running projects. This project organizational form represents the last transitional stage in a systematically planned shift in corporate thinking. Instead, managers gradually move to this step through making conscious decisions about how they are going to improve the way they run projects. Successful project firms work to expand the authority of the project manager, often in the face of stiff resistance from functional department heads who like the power balance the way it currently exists. Part of the process of redirecting the power balance involves giving project managers high status, authority to conduct performance evaluations of team members, authority over project resources, and direct links to the customers. Project managers who are constantly forced to rely on the good graces of functional managers for their team staffing, coordination, and financial and other resources are operating with one hand tied behind their backs.

Second, heavyweight project organizations have realigned their priorities away from functional maintenance to market opportunism, a realignment that can occur only when the resources needed to respond rapidly to market opportunities rest with the project team rather than being controlled by higher-level bureaucracies within a company. Finally, as noted throughout this book, the shift in focus for many firms toward project-based work profoundly affects the manner in which the project organization, the manager, and the team operate. The new focus on the external customer becomes the driving force for operations, not simply one of several competing demands that the project team must satisfy as best they can.

Ultimately, the decision of which organizational structure is appropriate to use may simply come down to one of expediency. Although it may, in fact, be desirable to conduct projects within

a structure that offers maximum flexibility and authority to the project manager (the pure project structure), the reality remains that for many project managers it will be impossible to significantly influence decisions to alter the overall organizational structure in support of their project. As a result, perhaps a more appropriate question to ask is: what issues should I be aware of, given the structure of the organization within which I will be managing projects? The previous discussion in this chapter has developed this focus as our primary concern. Given the nature of the structure within which we must operate and manage our projects, what are the strengths and weaknesses of that form as it pertains to our ability to do our job as best we can? In formulating a thoughtful answer to this question, we are perhaps best positioned to understand and adapt most effectively to finding the link between our organization's structure and project management success.

BOX 2.1

Project Management Research in Brief

The Impact of Organizational Structure on Project Performance

It is natural to suppose that projects may run more smoothly in some types of organizational structures than in others. Increasingly, research evidence suggests that depending on the type of project being initiated some structural forms do, in fact, offer greater advantages in promoting successful completion of the project than others. The work of Gobeli and Larson, for example, is important in highlighting the fact that the type of structure a firm has when it runs projects will have either a beneficial or detrimental effect on the viability of the projects.

Larson and Gobeli compared projects that had been managed in a variety of structural types, including functional, matrix, and pure project. They differentiated among three subsets of matrix structure, labeled functional matrix, balanced matrix, and project matrix, based on their perception of whether the matrix structure of a firm leaned more heavily toward a functional approach, an evenly balanced style, or a more favorable outlook toward projects. After collecting data from a sample of more than 1,600 project managers, Larson and Gobeli identified those who were conducting projects in each of the five organizational types and asked them to assess the effectiveness of that particular structure in promoting or inhibiting effective project management practices. Their findings are shown in Figure 2.8, highlighting the fact that in general project organizations do promote an atmosphere more supportive of successful project management.

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Specifically, they found that projects [illegible] into the matrix structure tended to [illegible] Their findings were [illegible] with the [illegible] project [illegible] effective [illegible] organizations. This suggests that structure plays a significant role in the creation of successful projects.[27]

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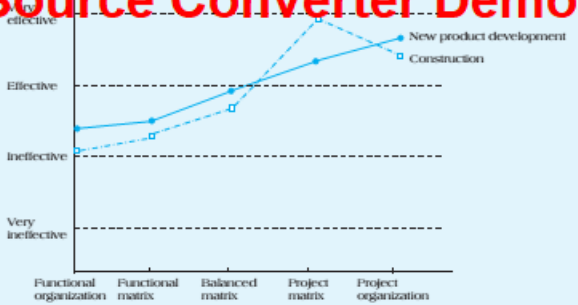


FIGURE 2.8 **Managers' Perceptions of Effectiveness of Various Structures on Project Success**

Source: D. H. Gobeli and E. W. Larson. (1987). "Relative Effectiveness of Different Project Management Structures," *Project Management Journal*, 18(2): 81–85, figure on page 83. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

Project Management Offices

LO 2.5 Identify the characteristics of three forms of a project management office (PMO).

A **project management office** (PMO) is defined as a centralized unit within an organization or department that oversees or improves the management of projects.[28] It is seen as a center for excellence in project management in many organizations, existing as a separate organizational entity or subunit that assists the project manager in achieving project goals by providing direct expertise in vital project management duties such as scheduling, resource allocation, monitoring, and controlling the project. PMOs were originally developed in recognition of the poor track record that many organizations have demonstrated in running their projects. We cited some sobering statistics on the failure rates of IT projects, for example, in Chapter 1, indicating that the majority of such projects are likely to fail.

PMOs were created in acknowledgment of the fact that a resource center for project management within a company can offer tremendous advantages. First, as we have noted, project managers are called upon to engage in a wide range of duties, including everything from attending to the human side of project management to handling important technical details. In many cases, these individuals may not have the time or ability to handle all the myriad technical details—the activity scheduling, resource allocation, monitoring and control processes, and so forth. Using a PMO as a resource center shifts some of the burden for these activities from the project manager to a support staff that is dedicated to providing this assistance. Second, it is clear that although project management is emerging as a profession in its own right, there is still a wide gap in knowledge and expectations placed on project managers and their teams. Simply put, they may not have the skills or knowledge for handling a number of project support activities, such as resource leveling or variance reporting. Having trained project management professionals available through a PMO creates a clearinghouse effect that allows project teams to tap into expertise when they need it.

Another benefit of the PMO is that it can serve as a central repository of all lessons learned, project documentation, and other pertinent record keeping for ongoing projects, as well as for past projects. [illegible] lessons learned materials, rather than having to engage in a haphazard search for these documents throughout the organization. A fourth benefit of the PMO is that it serves as the dedicated center for project management excellence in the company. As such, it becomes the locus for all project management improvements that are [illegible] PMO becomes the place in which new project management improvements are first identified, tested, refined, and finally passed along to the rest of the organization. Every project manager can use the PMO as a resource, trusting that they will make themselves responsible for all project management innovations.

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Project management offices are designed to perform a number of different duties, depending on the purpose for which they were created. In broad terms there are three forms of PMOs, varying in the degree of control and influence they have over project delivery, including:

1. Supportive—provide a consultative role to projects by supplying templates, best practices, training, access to information, and lessons learned from past projects. This type of PMO is considered a "project repository," and its control over how other units run their projects is low.
2. Controlling—provide support and require compliance with standards or adopted procedures. Compliance may involve adopting project management frameworks or methodologies, using specific forms and tools, or conforming to governance standards. The degree of control provided by the controlling PMO is considered moderate.
3. Directive—take control by directly managing the projects of the organization. The degree of control provided by the directive PMO is high.[29]

A PMO can be placed in any one of several locations within a firm.[30] As Figure 2.9 demonstrates, the PMO may be situated at a corporate level (Level 3), where it serves an overall corporate support function. It can be placed at a lower functional level (Level 2), where it serves the needs within a specific business unit. Finally, the PMO can be decentralized down to the actual project level (Level 1), where it offers direct support for each project. The key to understanding the function

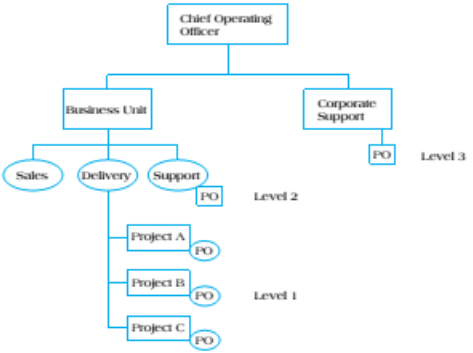


FIGURE 2.9 Alternative Levels of Project Offices

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of the PMO is to recognize that it is designed to *support* the activities of the project manager and staff, not *replace* the manager or take responsibility for the project. Under these circumstances, we see [illegible] leading, negotiating, customer relationship building, and so forth.

Although Figure 2.9 gives us a sense of where PMOs may be positioned in the organization [illegible] of three alternative forms and purposes in companies: (1) weather station, (2) control tower, and (3) resource pool.[31] Each of these models has an alternative role for the PMO.

1. ***Weather station.*** Under the weather station model, the PMO is typically used only as a tracking and monitoring device. In this approach, the assumption is often one in which top management, feeling nervous about committing money to a wide range of projects, wants a weather station as a tracking device to keep an eye on the status of the projects without directly attempting to influence or control them. The weather station PMO is intended to house independent observers who focus almost exclusively on some key questions, such as:
   - What's our progress? How is the project progressing against the original plan? What key milestones have we achieved?
   - How much have we paid for the project so far? How do our earned value projections look? Are there any budgetary warning signals?
   - What is the status of major project risks? Have we updated our contingency planning as needed?
2. ***Control tower.*** The control tower model treats project management as a business skill to be protected and supported. It focuses on developing methods for continually improving project management skills by identifying what is working, where shortcomings exist, and how to resolve ongoing problems. Most importantly, unlike the weather station model which monitors project management activities only to report results to top management, the control tower is a model that is intended to directly work with and support the activities of the project manager and team. In doing so, it performs four functions:

- ***Establishes standards for managing projects***—The control tower model of the PMO is designed to create a uniform methodology for all project management activities, including duration estimation, budgets, risk management, scope development, and so forth.
- ***Consults on how to follow these standards***—In addition to determining the appropriate standards for running projects, the PMO is set up to help project managers meet those standards through providing internal consultants or project management experts throughout the development cycle as their expertise is needed.
- ***Enforces the standards***—Unless there is some process that allows the organization to enforce the project management standards it has developed and disseminated, it will not be taken seriously. The control tower PMO has the authority to enforce the standards it has established, either through rewards for excellent performance or sanctions for refusal to abide by the standard project management principles. For example, the PMO for Accident Fund Insurance Co. of America has full authority to stop projects that it feels are violating accepted practices or failing to bring value to the company.
- ***Improves the standards***—The PMO is always motivated to look for ways to improve the current state of project management procedures. Once a new level of project performance has been created, under a policy of continuous improvement the PMO should already be exploring how to make good practices better.

3. ***Resource pool.*** The goal of the resource pool PMO is to maintain and provide a cadre of trained and skilled project professionals as they are needed. In essence, it becomes a clearinghouse for continually upgrading the skills of the firm's project managers. As the company initiates new projects, the affected departments apply to the resource pool PMO for assets to populate the project team. The resource pool PMO is responsible for supplying project managers and other skilled professionals to the company's projects. In order for this model to be implemented successfully, it is important for the resource pool to be afforded sufficiently high status within the organization so that it can bargain on an equal footing with other top managers who need project managers for their projects. Referring back to Figure 2.7, the resource pool model seems to work best when the PMO is generally viewed as a Level 3 support structure, giving the head of the PMO the status to maintain control of the pool of trained project managers and the authority to assign them as deemed appropriate.

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[illegible] to the effective use of PMOs is to regularly evaluate their contribution in order to ensure that it is continuing to perform a valuable service for the organization. For example, Siemens, the diversified German conglomerate, is heavily invested in projects and estimates that [illegible] of its [illegible] is based on projects. Therefore, PMO status is [illegible] the organization. But [illegible] important to [illegible] Siemens PMOs are controlled through a unique "sunset clause," which states that all PMOs should be regularly assessed to ensure that they are still performing their roles in the manner expected. If the perception is that the PMO in question is no longer working as intended, it is disbanded. This rule increases the likelihood that for newly-chartered PMOs there is a sense of urgency and focus to deliver benefits that are measurable and important to the sponsor. In order to be chartered, new PMOs at Siemens must demonstrate the following elements:

- Benefits to be realized from a PMO group—identify measurable benefits.
- Business need for a PMO—show why the targeted business area requires the PMO's creation.
- Target areas to be initially addressed (within the next 18 months)—what are the specific duties of the PMO and how will it achieve them?
- Timeline to achieve benefits—when can Siemens expect to observe benefits from the PMO's operations?
- PMO review and sunset agreements:
  - It is common to establish a review schedule every 6 months—with a sunset review and updates to the charter tied to benefits realization, business case fulfillment (i.e., benefits versus cost), and the needs of the business. The goal is to revise the PMO's charter every 12 months for the next planning cycle.
- Funding and resource allocation—who will fund the PMO, and what will be its annual operating budget?
- Authority of the PMO—What direct authority will the PMO have over the projects run in the business group?

- Executive sponsor of the PMO—Identify a specific senior executive who is sponsoring the PMO.
- Organizational structure and alignment of the PMO (including roles and responsibilities)—What type of PMO will be used (e.g., weather station, control tower, etc.), and who will its head report to in the organizational chart?
- Reporting requirement of the PMO to the sponsor or sponsoring group—When (how often) will the PMO make formal reports to the sponsor, and what information will the PMO provide to show its value to the organization?[32]

The PMO concept is rapidly being assimilated in a number of companies. However, it has some critics. For example, some argue that it is a mistake to "place all the eggs in one basket" with PMOs by concentrating all project professionals in one location. This argument suggests that PMOs actually inhibit the natural, unofficial dissemination of project skills across organizational units by maintaining them at one central location. Another potential pitfall is that the PMO, if its philosophy is not carefully explained, can simply become another layer of oversight and bureaucracy within the organization; that in effect, rather than freeing up the project team by performing supporting functions, it actually handcuffs the project by requiring additional administrative control. This concern involves PMOs being perceived as "process police" or expensive overhead. There is also the concern among top managers that it may be difficult to justify creating a PMO because it can be hard to show the value that the company derives from creating a project management office. Another potential danger associated with the use of PMOs is that they may serve as a bottleneck for communications flow across the organization,[33] particularly between the parent organization and the project's customer.

Although some of the criticisms of PMOs contain an element of truth, they should not be used to avoid the adoption of a project office under the right circumstances. The PMO is, at its core, recognition that project management skill development must be encouraged and reinforced, that many organizations have great need of standardized project practices, and that a central, supporting function can serve as a strong source for continuous project skill improvement. Viewed in this light, the PMO concept is likely to grow in popularity in the years to come.

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Organizational Culture

LO 2.6 Understand key concepts of corporate culture and how cultures are formed.

The last piece of contextual variable is the impact of corporate culture or organizational culture. So far, we have examined the manner in which a firm's strategy affects its project management, and how projects and portfolios are inextricably tied to a company's vision and serve to operationalize strategic choices. Structure constitutes the second piece of the contextual puzzle, and we have demonstrated how various organizational designs can help or hinder the project management process. Now we turn to the third contextual variable: an organization's culture and its impact on managing projects.

One of the unique characteristics of organizations is the manner in which each develops its own outlook, operating policies and procedures, patterns of thinking, attitudes, and norms of behavior. These characteristics are often as unique as an individual's fingerprints or DNA signature; in the same way no two organizations, no matter how similar in size, products, operating environment, or profitability, are the same. Each has developed its own unique method for indoctrinating its employees, responding to environmental threats and opportunities, and supporting or discouraging operating behaviors. In other settings, such as anthropology, a culture is seen as the collective or shared learning of a group, and it influences how that group is likely to respond in different situations. These ideas are embedded in the concept of **organizational culture**. One of the original writers on culture defined it as "the solution to external and internal problems that has worked consistently for a group and that is therefore taught to new members as the correct way to perceive, think about, and feel in relation to these problems."[34]

Travel around Europe and you will quickly become immersed in a variety of cultures. You will discern the unique cultural characteristics that distinguish nationalities, such as the Finnish and Swedish cultures. Differences in language, social behavior, family organization, and even religious beliefs clearly demonstrate these cultural differences. Even within a country, cultural attitudes and

values vary dramatically. The norms, attitudes, and common behaviors of northern and southern Italians lead to differences in dress, speech patterns, and even evening dining times. One of the key elements in courses on international business identifies cultural differences as patterns of unique behavior, so that business travelers or those living in other countries will be able to recognize appropriate standards of behavior and cultural attitudes, even though these cultural patterns may be very different from those of the traveler's country or origin.

For project team members who are called upon to work on projects overseas, or who are linked via the Internet and e-mail to other project team members from different countries, developing an appreciation for cross-border cultural differences is critical. The values and attitudes expressed by these various cultures are strong regulators of individual behavior. They define our belief systems and work dedication, as well as our ability to function on cross-cultural project teams.

Research has begun to actively explore the impact that workplace cultures have on the performance of projects and the manner in which individual project team members decide whether or not they will commit to its goals. Consider two contrasting examples the author has witnessed: in one Fortune 500 company, functional department heads for years have responded to all resource requests from project managers by assigning their worst, newest, or lowest-performing personnel to these teams. In effect, they have treated projects as dumping grounds for malcontents or poor performers. In this organization, project teams are commonly referred to as "leper colonies." It is easy to imagine the response of a member of the firm to the news that he has just been assigned to a new project! On the other hand, I have worked with an IT organization where the unspoken rule is that all departmental personnel are to make themselves available as expert resources when their help is requested by a project manager. The highest priority in the company is project delivery, and all other activities are subordinated to achieving this expectation. It is common, during particularly hectic periods, for IT members to work 12-plus hours per day, assisting on 10 or more projects at any time. As one manager put it, "When we are in crunch time, titles and job descriptions don't mean anything. If it has to get done, we are all responsible—jointly—to make sure it gets done."

The differences in managing projects at the companies illustrated in these stories are striking, as is the culture that permeates their working environment and approach to project delivery. Our definition of **culture** can be directly applied in both of these cases to refer to the unwritten rules of behavior or norms that are used to shape and guide behavior, that are shared by some subset of organizational members. While the concept of culture is not precise, [illegible] has some important elements that must be examined in more detail:

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- *Unwritten.* Cultural norms guide the behavior of each member of the organization, but are [illegible] this way, many [illegible] between [illegible] the [illegible] on Corporate Walls and Halls, Clarity understood culture that establishes standards of behavior and enforces them for all new company members. For example, Erie Insurance, annually voted one of the best companies to work for, has a strong, supportive culture that emphasizes and rewards positive collaboration between functional groups. Although the policy is not written down, it is widely held, understood by all, and taught to new organization members. When projects require the assistance of personnel from multiple departments, the support is expected to be there.
- *Rules of behavior.* Cultural norms guide behavior by allowing us a common language for understanding, defining, or explaining phenomena and then providing us with guidelines as to how best to react to these events. These rules of behavior can be very powerful and commonly held, and they apply equally to top management and workers on the shop floor. However, because they are unwritten we may learn them the hard way. For example, if you were newly hired as a project engineer and were working considerably slower or faster than your coworkers, it is likely that one of them would quickly clue you in on an acceptable level of speed that does not make you or anyone else look bad by comparison.
- *Held by some subset of the organization.* Cultural norms may or may not be companywide. In fact, it is very common to find cultural attitudes differing widely within an organization. For example, blue-collar workers may have a highly antagonistic attitude toward top management, members of the finance department may view the marketing function with hostility and vice versa, and so forth. These subcultures reflect the fact that an organization may contain a number of different cultures operating in different locations or at different levels. Pitney-Bowes, for example, is a maker of postage meters and other office equipment. Its headquarters

unit reflects an image of stability, orderliness, and prestige. However, one of its divisions, Pitney-Bowes Credit Corporation (PBCC), headquartered in Shelton, Connecticut, has made a name for itself by purposely adopting an attitude of informality, openness, and fun. Its décor, featuring fake gas lamps, a French café, and Internet surfing booths, has been described as resembling an "indoor theme park." PBCC has deliberately created a subculture that reflects its own approach to business, rather than adopting the general corporate vision.[35] An alternative example is the more competitive (some would argue "cutthroat") culture at Amazon. Although Amazon is a phenomenally successful company and the fastest ever to reach $100 billion in sales, its culture is known for promoting open competition among executives. The Anytime Feedback Tool, a resource that allows employees to send feedback on their co-workers to management, exemplifies this competition. Employees complain that some workers create a culture of secrecy and paranoia by using the Anytime Feedback Tool to inform on others in the hopes of torpedoing their careers. By all accounts, Amazon is an exciting but tough place to work.[36]

- *Taught to all new members*—Cultural attitudes, because they are often unwritten, may not be taught to newcomers in formal ways. New members of an organization pick up the behaviors as they observe others engaging in them. In some organizations, however, all new hires are immersed in a formal indoctrination program to ensure that they understand and appreciate the organization's culture. The U.S. Marines, for example, take pride in the process of indoctrination and training for all recruits, which develops a collective, committed attitude toward the Marine Corps. Google takes its new indoctrination procedures ("onboarding") seriously. The company, which onboarded over 5,000 new hires in 2016, has experimented with its orientation procedures to help new employees, called "Nooglers," make more social connections and get up to speed more quickly. Their goal is to promote transparency among all employees, foster a team-based approach, and teach new hires to always "default to open." General Electric also sends new employees away for orientation, to be "tattooed with the meatball," as members of the company refer to the GE logo.

On the other hand, when allowed to get out of control, a culture can quickly become toxic and work against the goals of the organization. For example, the Australian Olympic swim team has historically been one of the powerhouses at the Summer Olympics, but the team failed to win a single gold medal in the 2012 London Summer Olympics, a shockingly poor result. An independent review commissioned in the aftermath of their performance focused the blame on a failure of leadership and culture on the team. The report cited a "toxic" culture involving "bullying, [a] drug culture, prescription drug abuse, [and] theft." The woeful performance in 2012 was directly attributable to a lack of moral authority and discipline among team members. In preparation for the Rio Summer Olympics in 2016, the Australian national team hired Dutch coach Jacco Verhaeren, who has worked hard to repair the team's image. Fixing this negative culture has been slow in coming, as Australia initially was enthused by the team's second place finish in the medals count at the 2015 world championships in Russia.[37] However, the results from Rio were disappointing, as a team projected to win anywhere from 8 to 11 gold medals had to settle for just 3. This result illustrates a fundamental truth regarding cultural change: it is easy for a toxic environment to ruin a team's culture and very difficult, once it is affected, to positively revitalize it.

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HOW DO CULTURES FORM?

When it is possible to view two organizations producing similar products within the context of very individualistic and different cultures, the question of how cultures form gets particularly interesting. General Electric's Jet Engine Division and Rolls-Royce share many features, including product lines. Both produce jet engines for the commercial and defense aircraft industries. However, GE prides itself on its competitive, high-pressure culture that rewards aggressiveness and high commitment but also has a high burnout rate among engineers and mid-level managers. Rolls-Royce, on the other hand, represents an example of a much more paternalistic culture that rewards loyalty and long job tenure.

Researchers have examined some of the powerful forces that can influence how a company's culture emerges. Among the key factors that affect the development of a culture are technology, environment, geographical location, reward systems, rules and procedures, key organizational members, and critical incidents.[38]

TECHNOLOGY The **technology** of an organization refers to its conversion process whereby it transforms inputs into outputs. For example, the technology of many project organizations is the project development process, in which projects are developed to fill a current need or anticipate a future opportunity. The technical means for creating projects can be highly complex and automated or relatively simple and straightforward. Further, the projects may be in the form of products or services. Research suggests that the type of technology used within a project organization can influence the culture that it promotes. "High-technology" organizations represent an example of how a fast-paced, technologically based culture can permeate through an organization.

ENVIRONMENT Organizations operate under distinct environmental pressures. A firm's environment may be complex and rapidly changing, or it may remain relatively simple and stable. Some firms are global, because their competition is literally worldwide, while other companies focus on regional competition. Regardless of the specific circumstances, a company's environment affects the culture of the firm. For example, companies with simple and slow-changing environments may develop cultures that reinforce low risk taking, stability, and efficiency. Firms in highly complex environments often develop cultures aimed at promoting rapid response, external scanning for opportunities and threats, and risk taking. In this way, the firm's operating environment affects the formation of the culture and the behaviors that are considered acceptable within it. For example, a small, regional construction firm specializing in commercial real estate development is likely to have more stable environmental concerns than a Fluor-Daniel or Bechtel, which competes for a variety of construction projects on a worldwide basis.

GEOGRAPHICAL LOCATION Different geographical regions develop their own cultural mores and attitudes. The farther south in Europe one travels, for example, the later the evening meal is typically eaten; in Spain, dinner may commence after 9 pm. Likewise, in the business world, culturally based attitudes often coordinate with the geographical locations of firms or subsidiaries. It can even happen within countries: Xerox Corporation, for example, had tremendous difficulty in trying to marry the cultures of its corporate headquarters in Connecticut with the more informal and down-to-earth mentalities of its Palo Alto Research Center (PARC) personnel. Projects at one site were done more differently than those undertaken at another location. It is important not to overstate the effect that geography has on culture. Nonetheless, it can be a contributing factor, particularly in cases where organizations have developed a number of dispersed locations both within and outside of their country of origin.

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REWARD SYSTEMS The formal reward systems of a firm affect the way employees go about their work, demonstrating the beliefs and actions its top management truly values, regardless of what official company policies might be. Reward systems support the view that, in effect, a company gets what it pays for. An organization that publicly espouses environmental awareness and customer service but routinely promotes project managers who violate these principles sends a loud message about its real interests. As a result, the culture quickly forms around acts that lead to pollution, dishonesty, or obfuscation. One has only to look at past business headlines regarding corporate malfeasance at Enron, WorldCom, Volkswagen, Goldman Sachs, or Adelphia Communications Corporation to see how the culture of those organizations rewarded the type of behavior that ultimately led to accounting fraud, public exposure, and millions of dollars in fines.

RULES AND PROCEDURES One method for influencing a project management culture is to create a rulebook or system of procedures for employees to clarify acceptable behavior. The idea behind rules and procedures is to signal companywide standards of behavior to new employees. The obvious problem arises when public or formal rules conflict with informal rules of behavior. At Texas Instruments headquarters in Dallas, Texas, a formal rule is that all management staff works a standard 40-hour workweek. However, the informal rule is that each member of the company is really expected to work a 45-hour week, at a minimum, or as one senior manager explained to a newly hired employee, "Here, you work nine hours each day: eight for you and one for TI." In spite of the potential for disagreements between formal and informal rules, most programs in creating supportive project-based organizations argue that the first step toward improving patterns of behavior is to formally codify expectations in order to alter dysfunctional project cultures. Rules and procedures thus represent a good starting point for developing a strong project culture.

KEY ORGANIZATIONAL MEMBERS Key organizational members, including the founder of the organization, have a tremendous impact on the culture that emerges within the company. When the founder is a traditional entrepreneur who encourages free expression or flexibility, this attitude becomes ingrained in the organization's culture in a powerful way. The founders of Ben and Jerry's Ice Cream, two proud ex-hippies, created a corporate culture that was unique and expressed their desire to develop a "fun" alternative to basic capitalism. A corporate culture in which senior executives routinely flaunt the rules or act contrary to stated policies demonstrates a culture in which there is one rule for the people at the top and another for everyone else.

CRITICAL INCIDENTS Critical incidents express culture because they demonstrate for all workers exactly what it takes to succeed in an organization. In other words, critical incidents are a public expression of what rules *really* operate, regardless of what the company formally espouses. Critical incidents usually take the form of stories that are related to others, including new employees, illustrating the types of actions that are valued. They become part of the company's lore, either for good or ill. In a recent year, General Electric's Transportation Systems Division built up a large backlog of orders for locomotives. The company galvanized its production facilities to work overtime to complete this backlog of work. As one member of the union related, "When you see a unit vice president show up on Saturday, put on an environmental suit, and work on the line spray painting locomotives with the rest of the workers, you realize how committed the company was to getting this order completed on time."

ORGANIZATIONAL CULTURE AND PROJECT MANAGEMENT

What are the implications of an organizational culture on the project management process? Culture can affect project management in at least four ways. First, it affects how departments are expected to interact and support each other in pursuit of project goals. Second, the culture influences the level of employee commitment to the goals of the project on balance with other, potentially competing goals. Third, the organizational culture influences project planning processes such as the way work is estimated or how resources are assigned to projects. Finally, the culture affects how managers evaluate the performance of project teams and how they view the outcomes of projects.

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- *Cooperation between departments.* Projects require the cooperation of many departments and individuals to be successful. Cultures that encourage collaboration and support for project goals highlight the importance of developing and maintaining a solid, supportive relationship between functional departments and project teams. In functional and matrix organizations, power either resides directly with department heads or is shared with project managers. In either case, the manner in which these managers approach the willingness to support projects plays a hugely important role in the success or failure of new project initiatives. Not surprisingly, cultures that favor active cooperation between functional groups and new projects are much more successful than those that adopt a disinterested or even adversarial relationship.
- *Employee commitment to goals.* Projects depend on the commitment and motivation of the personnel assigned to their activities. A culture that promotes employee commitment and, when necessary, self-sacrifice through working extra hours or on multiple tasks is much more successful than a culture in which the unwritten rules seem to imply that there is nothing wrong with simply going through the motions, provided you don't get caught. AMEC Foster Wheeler Corporation (AFWC), for example, takes its training of employees seriously when it comes to instilling a commitment to safety. AFWC is a multinational construction company, headquartered in London. With annual revenues of nearly $7 billion and 40,000 employees, AFWC is one of the largest construction firms in the world. It takes its commitment to core values extremely seriously, impressing upon all employees their responsibilities to customers, business partners, each other, the company, and the wider social environment. From the moment new people enter the organization, they are made aware of the need to commit to the guiding principles of ethical behavior, fairness, commitment to quality, and safety.[39]
- *Project planning.* We will explore the process of activity duration estimation in a later chapter. For now, it is important just to note that the way in which employees decide to support the project planning processes is critical. Because activity estimation is often an imprecise process, it is common for some project team members to pad their estimates to give themselves as much time as possible. These people are often responding to a culture that reinforces the idea that it is better to engage in poor estimation and project planning than to be late with

deliverables. Conversely, when there is a culture of trust among project team members they are more inclined to give honest assessments without fearing that if they are wrong they will be punished for these mistakes.

- *Performance evaluation.* Supportive cultures encourage project team members taking the initiative, even if it means taking risks to boost performance. When a culture sends the signal that the goal of the firm is to create innovative products, it reinforces a project management culture that is aggressive and offers potentially high payoffs (and the occasional significant loss!). As noted earlier, organizations get what they pay for. If the reward systems are positive and reinforce a strong project mentality, organizations will reap a whirlwind of opportunities. On the other hand, if organizations tacitly support caution and playing it safe, their project management approaches will equally reflect this principle.

A culture can powerfully affect the manner in which departments within an organization view the process of project management. The culture also influences the manner in which employees commit themselves to the goals of their projects as opposed to other, potentially competing goals. Through symbols, stories, and other signs, companies signal their commitment to project management. This message is not lost on members of project teams, who take their cues regarding expected performance from supervisors and other cultural artifacts. Visible symbols of a culture that advocates cross-functional cooperation will create employees who are prepared and motivated to work in harmony with other groups on project goals. Likewise, when an IT department elevates some of its members to hero status because they routinely went the extra mile to handle system user complaints or problems, the company has sent the message that these employees are all working toward the same goals and they all provide value to the organization's operations, regardless of their functional background.

To envision how culture can influence the planning and project monitoring processes, suppose that in your organization it was clear that those involved in late projects would be severely punished for the schedule slippage. You and your fellow project team members would quickly learn that it is critical to avoid going out on a limb to promise early task completion dates. It is much safer to grossly overestimate the amount of time necessary to complete a task in order to protect yourself. The organizational culture in this case breeds deceit. Likewise, it may be safer in some organizations to [illegible] management with [illegible] project progress. Essentially, this issue asks: does the corporate culture encourage authentic information and truthful interactions, or is it clear that the safer route is to first protect yourself, regardless of the effect this behavior may have on the [illegible]?

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PROJECT PROFILE

Electronic Arts and the Power of Strong Culture in Design Teams

Electronic Arts is one of the top computer gaming companies in the world, known for perennial console and PC best-sellers like *Madden NFL*, *FIFA*, *Battlefield*, *Need for Speed*, *The Sims*, and more. In the computer gaming industry, speed to market for new games is critical. Making award-winning games requires a combination of talented designers, graphic artists, programmers, and testers, all working to constantly update best-selling games and introduce new choices for the gaming community. It is a fast-paced environment that thrives on a sense of chaos and disruptive new technologies and ideas.

In 2012 a gaming industry publication, *Consumerist*, published its annual reader survey in which it named EA the worst company in America. Consumer complaints centered on high prices, rushed development of games, unreliable technology, and poor customer support. At first Electronic Arts ignored the label, but when they were voted the worst company in America for a second year in a row, EA's executives finally took notice. Stagnant sales had sunk EA's share price, and in 2013 the company announced another round of layoffs.

In September 2013, EA named Andrew Wilson CEO, and quickly made clear it wanted to reform its image with customers. EA seemed to have focused so strongly on running its businesses smoothly that it lost sight of what its gaming customers wanted. Like Hollywood studios, gaming companies are only as good as their most recent hits, and gaming enthusiasts are often very passionate, vocal, and much better at making their complaints heard online. In interviews, Wilson has talked of instilling a "player-first" culture at EA, willing to delay a blockbuster title, for example, if it needs more work. In this new customer-focused setting, the former head of the EA Labels group, Frank Gibeau, has developed

a winning formula for game design. He doesn't believe in large teams for developing games; instead, his goal is to preserve each studio's culture by supporting its existing talent.

Gibeau's belief is that the best games come from small teams with strong cultures. One of his principles is to limit the size of project teams to promote their members' commitment to each other and to the quality of the games they design. Gibeau notes that when too many people get involved, there is a law of diminishing returns that sets in because everything becomes too hard to manage—too many people, too many problems. In addition, it's easier to maintain a unique culture when teams are kept small and allowed to stay in place for an extended time. As a result, EA supports the use of smaller teams over a longer period of time to get the game right. As a result, Gibeau is careful to ensure that the different studios don't over-expand and get too big. He remains a firm believer in the "small is better" philosophy because it supports dynamic cultures and action-oriented attitudes.

Electronic Arts' approach to game design is centered on small teams that are given the opportunity to work as freely as possible, maintain their distinctive group identities, and thereby promote a strong internal culture. EA executives have recognized that these unique team cultures are critical for encouraging the kind of creativity and commitment to the work that make for technologically advanced games, so necessary for maintaining a competitive edge in a rapidly evolving industry.[40]

What are some examples of an organization's culture influencing how project teams actually perform and how outcomes are perceived? One common situation is the phenomenon known as escalation of commitment. It is not uncommon to see this process at work in project organizations. **Escalation of commitment** occurs when, in spite of evidence identifying a project as failing, no longer necessary, or beset by huge technical or other difficulties, organizations continue to support it past the point when an objective assessment would suggest that it should be terminated.[41] Although there are a number of reasons for escalation of commitment to a failed decision, one important reason is the unwillingness of the organization to acknowledge failure or its culture's working toward blinding key decision makers to the need to take corrective action.

The reverse is also true: In many organizations, projects are managed in an environment in which the culture strongly supports cross-functional cooperation, assigns sufficient resources to enable project managers to schedule aggressively, and creates an atmosphere that makes it possible for [illegible] to recognize [illegible] as a strong supporter of (as well as an inhibitor to) the firm's ability to manage effective projects. Because of this impact, organizational culture must be managed, constantly assessed, and when necessary, changed in ways that promote project management rather than discouraging its efficient practice. Indeed, we will see when we examine [illegible] a key determinant of the likelihood of their success or failure. Three critical contextual factors are the organization's strategy, structure, and culture. Strategy drives projects; projects operationalize strategy. The two must work together in harmony. The key is maintaining a clear linkage between overall strategy and the firm's portfolio of projects, ensuring that some form of alignment exists among all key elements: vision, objectives, strategies, goals, and programs. Furthermore, companies are recognizing that when they adopt a structure that supports projects, they get better results. Likewise, when the cultural ambience of the organization favors project management approaches, projects are much more likely to be successful. Some of these project management approaches are the willingness to take risks, to think creatively, to work closely with other functional departments, and so forth. More and more we are seeing successful project-based organizations recognizing the simple truth that the context in which they are trying to create projects is a critical element in seeing their projects through to commercial and technical success.

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Summary

2.1 ***Understand how effective project management contributes to achieving strategic objectives.*** This chapter linked projects with corporate strategy. Projects are the building blocks of strategy because they serve as the most basic tools by which firms can implement previously formulated objectives and strategies.

2.2 ***Recognize three components of the corporate strategy model: formulation, implementation, and evaluation.*** The chapter explored a generic model of corporate strategic management, distinguishing between the three components of strategy formulation, strategy implementation, and strategy evaluation. Each of these components incorporates a

number of subdimensions. For example, strategy formulation includes the stages of:

- Developing a vision and mission
- Performing an internal audit (assessing strengths and weaknesses)
- Performing an external audit (assessing opportunities and threats)
- Establishing long-term objectives
- Generating, evaluating, and selecting strategies

Strategy implementation requires the coordination of managerial, technological, financial, and functional assets to reinforce and support strategies. Projects often serve as the means by which strategy implementation is actually realized. Finally, strategy evaluation requires an ability to measure results and provide feedback to all concerned parties.

2.3 *See the importance of identifying critical project stakeholders and managing them within the context of project development.* The chapter addresses a final strategic question: the relationship between the firm and its stakeholder groups. Project stakeholders are either internal to the firm (top management, other functional departments, support personnel, internal customers) or external (suppliers, distributors, intervenors, governmental agencies and regulators, and customers). Each of these stakeholder groups must be managed in a systematic manner; the process moves from identification to needs assessment, choice of strategy, and routine evaluation and adjustment. Stakeholder management, in conjunction with strategic planning, is important to determine which projects are first evaluated and then managed.

2.4 *Recognize the strengths and weaknesses of three basic forms of organizational structure and their impact on project management.* Examined the strengths and weaknesses of three major organizational structure types, including functional, project, and matrix structures. The nature of each of the three structural types and their relationship to project management were addressed. The functional structure, while the most common type of organizational form, was shown to be perhaps the least effective type for managing projects due to a variety of limitations. The project structure, in which the organization uses its projects as the primary form of grouping, has several advantages for managing projects, although it has some general disadvantages as well. Finally, the matrix structure, which seeks to balance the authority and activities between projects and functions using a dual hierarchy system, demonstrates its own unique set of strengths and weaknesses for project management practice.

2.5 *Identify the characteristics of three forms of a project management office (PMO).* Project management offices (PMOs) are centralized units within an organization or department that oversee or improve the management of projects. There are three predominant types of PMOs in organizations. The first one, the weather station, is typically used only as a tracking and monitoring device. In this approach, the role of the PMO is to keep an eye on the status of the projects without directly attempting to influence or control them. The second form of PMO is the control tower, which treats project management as a business skill to be protected and supported. It focuses on developing methods for continually improving project management skills by identifying what is working, where the shortcomings exist, and what methods can resolve ongoing problems. Most importantly, unlike the weather station model, which only monitors project management activities to report results to top management, the control tower is a model that is intended to directly work with and support the activities of the project manager and team. Finally, the resource pool model is a PMO intended to maintain and provide a cadre of trained and skilled project professionals as they are needed. It serves as a clearinghouse for continually upgrading the skills of the firm's project managers. As the company initiates new projects, the affected departments apply to the resource pool PMO for assets to populate the project team.

2.6 *Understand how aspects of corporate culture and the culture of the project team affect project success.* Culture, or organizational culture, plays an important role in influencing the attitudes and values shared by members of the organization, which in turn affects their commitment to project management and its practices. Culture is defined as the unwritten rules of behavior, or the norms that are used to shape and guide behavior, which are shared by some subset of organizational members and are taught to all new members of the company. When the firm has a strong culture that is supportive of project goals, members of the organization are more likely to work collaboratively, minimize departmental loyalties that could take precedence over project goals, and commit the necessary resources to achieve the objectives of the project.

Organizational cultures are formed as the result of a variety of factors, including technology, environment, geographical location, reward systems, rules and procedures, key organizational members, and critical incidents. Each of these factors can play a role in determining whether the organization's culture is strong, collaborative, customer-focused, project-oriented, fast-paced, and so forth.

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Key Terms

Balanced matrix *(p. 41)*
Culture *(p. 41)*
Escalation of commitment *(p. 42)*
External environment *(p. 43)*
Functional structure *(p. 43)*
Heavyweight project organization *(p. 44)*
Intervenor groups *(p. 49)*
Matrix organization *(p. 50)*
Matrix structure *(p. 50)*
Objectives *(p. 53)*
Organizational culture *(p. 53)*
Organizational structure *(p. 54)*
Project management office *(p. 54)*
Project organizations *(p. 55)*
Project stakeholders *(p. 55)*
Project structure *(p. 55)*
Resources *(p. 55)*
Stakeholder analysis *(p. 57)*
Strategic management *(p. 59)*
Strong matrix *(p. 62)*
Technology *(p. 63)*
TOWS matrix *(p. 65)*
Weak matrix *(p. 68)*

Discussion Questions

2.1 The chapter suggests that a definition of strategic management includes four components:
   a. Devepeloping a strategic vision and sense of mission
   b. Formulating, implementing, and evaluating
   c. Making cross-functional decisions
   d. Achieving objectives

   Discuss how each of these four elements is important in understanding the challenge of strategic project management. How do projects serve to allow an organization to realize each of these four components of strategic management?

2.2 Describe the different roles that organizational objectives play in strategy.

2.3 Your company is planning to construct a nuclear power plant in Oregon. Why is stakeholder analysis important as a preparation for the decision of whether or not to follow through with the plan? Conduct a stakeholder analysis of the planned upgrade to a successful software product. Who are the key stakeholders?

2.4 Consider a medium-sized company that has decided to begin using project management in a wide variety of its operations. As part of its operational shift, it is going to adopt a project management office somewhere within the organization. Make an argument for the type of PMO it should adopt (weather station, control tower, or resource pool). What are some key decision criteria that will help it determine which model makes the most sense?

2.5 What are some of the key organizational elements that can affect the development and maintenance of a supportive organizational culture? As a consultant, what advice would you give to a functional organization that was seeking to move from an old, adversarial culture, where the various departments actively resisted helping one another, to one that encourages project thinking and cross-functional cooperation?

2.6 Compare and contrast the organizational cultures at Amazon and Google. Imagine if you were in charge of a project team at both companies. How might your approach to managing a project, developing your team, and coordinating with different functional departments differ at the two firms?

2.7 You are a member of the senior management staff at XYZ Corporation. You have historically been using a functional structure setup with five departments: finance, human resources, marketing, engineering, and operations. Describe the work of your employer in terms of structure, identifying the five departments.
   b. Assume you have decided to move to a project structure. What might be some of the advantages? Assume that you have decided to move to a matrix. What is necessary to alter the structure?
   c. With the project structure, you have four ongoing projects: stereo equipment, instrumentation and testing equipment, optical scanners, and defense communications. Draw the new structure that creates these four projects as part of the organizational chart.

2.8 Suppose you now want to convert the structure from that in Question 2.7 to a matrix structure, emphasizing dual commitments to function and project.
   a. Re-create the structural design to show how the matrix would look.
   b. What behavioral problems could you begin to anticipate through this design? That is, do you see any potential points of friction in the dual hierarchy setup?

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CASE STUDY 2.1

Rolls-Royce Corporation

Although the name Rolls-Royce is inextricably linked with its ultra-luxurious automobiles, the modern Rolls-Royce operates in an entirely different competitive environment. A leading manufacturer of power systems for aerospace, marine, and power companies, Rolls-Royce's market is focused on developing jet engines for a variety of uses, both commercial and defense-related. In this market, the company has two principal competitors, General Electric and Pratt & Whitney (owned by United Technologies). There are a limited number of smaller niche players in the jet engine market, but their impact from a technical and commercial perspective is minor. Rolls-Royce, GE, and Pratt & Whitney routinely engage in fierce competition for sales to defense contractors and the commercial aviation industry. The two main airframe manufacturers, Boeing and Airbus, make continual multimillion-dollar purchase decisions that are vital for the ongoing success of the engine makers. Airbus, a private consortium of several European partner companies, has drawn level with Boeing in sales in recent years. Because the cost of a single jet engine, including spare parts, can run to several million dollars, winning large orders from either defense or commercial aircraft builders represents an ongoing challenge for [illegible] a lucrative but risky market for these firms. Because the countries do not maintain high levels of foreign [illegible] with assorted commodities to pay the balance. Hence, a contract with Turkey's national airline may lead to some monetary payment for Rolls-Royce, along with several tons of pistachios or other trade goods! To maintain their sales and service targets, these jet engine makers routinely resort to creative financing, long-term contracts, or asset-based trading deals. Overall, however, the market for jet engines is projected to continue to expand at huge rates. Rolls-Royce anticipates a 20-year window with a potential market demand of 70,000 engines valued at over $400 billion in civil aerospace alone. When defense contracts are factored in as well, the revenue projections for jet engine sales are likely to be enormous. As Rolls-Royce sees the future, the single biggest market growth opportunity is in larger, greater thrust engines that are designed to be paired with larger jet aircraft.

Rolls-Royce is currently engaged in a series of strategic decisions with the potential for huge payoffs or significant losses. It is coupling its latest engine technology, the Trent series, with Boeing and Airbus' focus on more efficient designs. Airbus' A350 and Boeing's 777 and 787 are highly popular and strong-selling models designed to maximize the efficient transportation of air travelers at the lowest cost. To gain market share in powering these jets, Rolls-Royce developed the new Trent XWB engine – the world's most efficient commercial jet engine. Development of the engine started in 2005 when Rolls-Royce's engineers sat down with Airbus to design an engine powerful enough to service its A350 XWB (Extra Wide Body) jet, an airframe powered by only two engines. In order for Airbus and Boeing to make their aircraft attractive to airlines, these aircraft must be efficient (that is, cheap to operate) but also powerful enough to carry a large passenger load. The decision to make an initial investment in new engine technology can cost a jet engine manufacturer over $1 billion in non-recoverable costs. As a result, it is critical that Rolls-Royce and its competition make the right strategic decisions about which aircraft to support. Recall from our project profile at the beginning of the chapter that Rolls-Royce invested in servicing the A380 double-decker airplane, whose disappointing [illegible] bottom line.

Rolls-Royce's decision to pursue engine design [illegible] with Airbus and Boeing [illegible] Royce anticipates that the commercial passenger market will triple in the next 20 years. As a result, future opportunities will involve more economically viable aircraft. Boeing, Airbus and Rolls-Royce have all collectively taken a large financial gamble that their strategic vision of the future is correct.

Questions

1. Who are Rolls-Royce's principal project management stakeholders? How would you design stakeholder management strategies to address their concerns?
2. Given the financial risks inherent in developing a jet engine, make an argument, either pro or con, for Rolls-Royce to develop strategic partnerships with other jet engine manufacturers in a manner similar to Airbus's consortium arrangement. What are the benefits and drawbacks in such an arrangement?

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CASE STUDY 2.2

Classic Case: Paradise Lost—The Xerox Alto[42]

Imagine the value of cornering the technological market in personal computing. How much would a five-year window of competitive advantage be worth to a company today? It could easily mean billions in revenue, a stellar industry reputation, future earnings ensured—and the list goes on. For Xerox Corporation however, something strange happened on the way to industry leadership. In 1970, Xerox was uniquely positioned to take advantage of the enormous leaps forward it had made in office automation technology. Yet the company stumbled badly through its own strategic myopia, lack of nerve, structural inadequacies, and poor choices. This is the story of the Xerox Alto, the world's first personal computer and one of the great "what if?" stories in business history.

The Alto was not so much a step forward as it was a quantum leap. Being in place and operating at the end of 1973, it was the first stand-alone personal computer to combine bit-mapped graphics, a mouse, menu screens, icons, an Ethernet connection, a laser printer, and word processing software. As a result of the combined efforts of an impressive collection of computer science geniuses headquartered at Xerox's Palo Alto Research Center (PARC), the Alto was breathtaking in its innovative [illegible] Xerox had already established [illegible] with the Model 914 photocopier, a technological innovation that [illegible] into a billion-dollar industry [illegible] achievement.

What went wrong? What forces combined to ensure that no more than 2,000 Altos were produced and that none were ever brought to market? In the end, they were used only inside the company and at some university sites. The answer could lie in the muddled strategic thinking that took place at Xerox while the Alto was in development.

The history of Xerox during this period shows a company that stepped back from technological leadership into a form of incrementalism, becoming content to follow IBM's lead in office automation. *Incrementalism* refers to adopting a gradualist approach that plays it safe, avoiding technological leaps and large risks, which consequently averts the possibility of large returns. In 1974, Xerox decided to launch the Model 800 magnetic tape word processor rather than the Alto because the Model 800 was perceived as the safer bet. During the next five years, a series of ill-timed acquisitions, lawsuits, and reorganizations rendered the Alto a casualty of inattention. What division would oversee its development and launch? Whose budget would support it, and the PARC in general? By leaving such tough decisions unmade, Xerox wasted valuable time and squandered its technological window of opportunity. Even when clear indications showed that competitor Wang was about to introduce its own line of office systems, Xerox could not take the step to bring the Alto to market. By 1979, Xerox's unique opportunity was lost. The Alto was no longer a one-of-a-kind technology, and the company quietly shelved any plans for its commercial introduction.

Perhaps the ultimate irony is this: here was a company that had made its name through the phenomenal success of a highly innovative product, the Model 914 photocopier, but it did not know how to handle the opportunities presented by the next phenomenon. The Alto was so advanced that the company seemed unable to comprehend its possibilities. Executives did not have a strategic focus that emphasized a continual progression of innovation. Instead, they were directed toward remaining neck-and-neck with the competition in an incremental approach. When competitor IBM released a new electric typewriter, Xerox responded in the same incremental way. The organizational structure at Xerox did not [illegible] [illegible] became [illegible]

In 1979 Steven Jobs, president of Apple Computer, was given a tour of the PARC complex and saw an Alto [illegible] [illegible] was due to be commercially launched. When told that much of this technology had been developed in 1973, Jobs became "physically sick" he later recounted, at the thought of the opportunity Xerox had forgone.

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Questions

1. Do you see a logical contradiction in Xerox's willingness to devote millions of dollars to support pure research sites like the PARC and its refusal to commercially introduce the products developed?
2. How did Xerox's strategic vision work in favor of or against the development of radical new technologies such as the Alto?
3. What other unforeseeable events contributed to making Xerox's executives unwilling to take any new risks precisely at the time the Alto was ready to be released?
4. "Radical innovation cannot be too radical if we want it to be commercially successful." Argue either in favor of or against this statement.

CASE STUDY 2.3

Project Task Estimation and the Culture of "Gotcha!"

I recently worked with an organization that adopted a mind-set in which it was assumed that the best way to keep project team members working hard was to unilaterally trim their task duration estimates by 20%. Suppose that you were asked to estimate the length of time necessary to write computer code for a particular software product and you determined that it should take about 80 hours. Knowing you were about to present this information to your supervisor and that she was going to immediately cut the estimate by 20%, what would be your course of action? You would probably first add a "fudge factor" to the estimate in order to protect yourself. The conversation with the boss might go something like this:

Boss "Have you had a chance to estimate that coding sequence yet?"

You Yes, it should take me 100 hours."

Boss "That's too long. I can only give you 80 hours, tops."

You (Theatrical sigh) "Well, if you say so, but I really don't know how I can pull this off."

Once you leave the office and shut the door, you turn with a smile and whisper, "Gotcha!"

Questions

1. How does the organization's culture support this sort of behavior? What pressures does the manager face? What pressures does the subordinate face?
2. Discuss the statement, "If you don't take my estimates seriously, I'm not going to give you serious estimates!" How does this statement apply to this example?

CASE STUDY 2.4

Widgets 'R Us

Widgets 'R Us (WRU) has specialized in quality engineering in the design and manufacturing of quality widgets. The market for widgets has been stable. Historically, WRU has had a functional organization design with [illegible] engineering. The design has served the company well, and it has been able to compete by being the low-priced company in the industry.

In the past three years, the demand for widgets has exploded. New widgets are constantly being developed to feed the public's seemingly insatiable demand. The average life cycle of a newly released widget is 12–15 months. Unfortunately, WRU is finding itself unable to compete successfully in this new, dynamic market. The CEO has noted a number of problems. Products are slow to market. Many [illegible] WRU because the company was slow to pick up signals from the marketplace that they were coming. Internal communication is very poor. Lots of information gets [illegible] and [illegible] know what's going on. Department heads constantly blame other department heads for problems.

Questions

1. You have been called in as a consultant to analyze the operations at WRU. What would you advise?
2. What structural design changes might be undertaken to improve the operations at the company?
3. What are the strengths and weaknesses of the alternative solutions the company could employ?

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Internet Exercises

2.9 Wegmans has been consistently voted one of the 100 best companies to work for in the United States by *Fortune* magazine. In fact, in 2005 it was ranked number 1, and in 2016 it was ranked number 4. Go to its Web site, www.wegmans.com, and click on "About Us." What messages, formal and informal, are being conveyed about Wegmans through its Web site? What does the Web site imply about the culture of the organization?

2.10 Go to the Web site www.projectstakeholder.com and analyze some of the case studies found on the Web site. What do these cases suggest about the importance of assessing stakeholder expectations for a project *before* it has begun its development process? In other words, what are the risks of waiting to address stakeholder concerns until after a project has begun?

2.11 Go to a corporate Web site of your choice and access the organizational chart. What form of organization does this chart represent: functional, project, matrix, or some other form? Based on our discussion in this chapter, what would be the likely strengths and weaknesses of this organization's project management activities?

2.12 Access the corporate Web site for Fluor-Daniel Corporation and examine its "Compliance and Ethics" section at www.fluor.com/sustainability/ethics_compliance/Pages/default.aspx. What does the list of behaviors and features under "Fluor Ethics and Compliance" suggest about the way the company does business? What are the strategic goals and directions that naturally flow from the ethical code? In your opinion, how would the ethics statement influence the management of projects?

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PMP CERTIFICATION SAMPLE QUESTIONS

2.13 What is the main benefit of functional managers?
   a. To control resources
   b. To manage the project when the project manager isn't available
   c. To define business processes
   d. To manage the project manager

2.14 What is the typical role of senior management on a project?
   a. Support the project
   b. Pay for it
   c. Support the project and resolve resource and other conflicts
   d. Resolve resource and other conflicts

2.15 What is an organization that controls project managers, documentation, and policies called?
   a. Project management office
   b. Strong matrix
   c. Functional
   d. Pure project

2.16 A business analyst has a career path that has been very important to her throughout the 10 years of her career. She is put on a project with a strong matrix organizational structure. Which of the following is likely viewed as a negative of being on the project?
   a. Being away from the group and on a project that might make it more difficult to get promoted
   b. Working with people who have similar skills
   c. Working long hours because the project is a high priority
   d. Not being able to take her own certification tests because she is so busy

2.17 The functional manager is planning the billing system replacement project with the newest project manager at the company. In discussing this project, the functional manager focuses on the cost associated with running the system after it is created and the number of years the system will last before it must be replaced. What best describes what the functional manager is focusing on?
   a. Project life cycle
   b. Product life cycle
   c. Project management life cycle
   d. Program management life cycle

2.18 In a functional organization:
   a. Power lies mainly with the project manager
   b. Power lies mainly with the functional manager
   c. Power is equally divided between the project and functional managers
   d. Power lies with the project office

2.19 A project manager is meeting resistance from a functional manager in getting resources assigned to the project team. Which would be the most appropriate to help resolve this situation?
   a. Senior management
   b. The customer
   c. Critical project stakeholders
   d. The project champion

2.20 In a type matrix organization:
   a. More power resides with the project manager
   b. More power resides with the functional manager
   c. Power is equally divided between the project and functional managers
   d. More power is given to the project's client

2.21 A Project Management Office (PMO) that is intended to function primarily as a tracking and monitoring device is often referred to as:
   a. A resource pool
   b. A control tower
   c. A weather station
   d. A matrix

2.22 An organization in which project managers have ultimate responsibility for their projects and control of all resources is:
   a. Functional
   b. Balanced matrix
   c. Hierarchical
   d. Heavyweight project (projectized) organization

Answers

2.13. a—The functional manager runs the day-to-day operations of his department and controls the resources.
2.14. c—Because senior managers usually outrank the project manager, they can help with resolving any resource or other conflicts as they arise.
2.15. a—The project management office (PMO) typically has all of these responsibilities.
2.16. a—Being away from her functional group may cause her to feel that her efforts on behalf of the project are not being recognized by her functional manager, since the project employs a strong matrix structure.
2.17. b—The functional manager is focusing on the product life cycle, which is developed based on an example of a successful project and encompasses the range of use for the product.
2.18. b—in functional structures, power lies with the functional manager.
2.19. a—senior management is the best mediator of resource conflicts between a project manager and a functional manager.
2.20. b—in a weak matrix, more power resides with the functional manager.
2.21. c—a weather station is the name for a PMO that functions as a monitoring device.
2.22. d—heavyweight project organizations are sometimes referred to as "projectized" and represent the highest level of commitment to project-based work.

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INTEGRATED PROJECT

Building Your Project Plan

EXERCISE 1—DEVELOPING THE PROJECT NARRATIVE AND GOALS

You have been assigned to a project team to develop a new product or service for your organization. Your challenge is to first decide on the type of product or service you wish to develop. The project choices can be flexible, consisting of options as diverse as construction, new product development, IT implementation, and so forth.

Develop a project scope write-up on the project you have selected. Your team is expected to create a project history, complete with an overview of the project, an identifiable goal or goals (including project targets), the general project management approach to be undertaken, and significant project constraints or potential limiting effects. Additionally if appropriate, identify any basic resource requirements such as personnel or specialized equipment that are needed to complete the project. What is most important at this stage is creating a history or narrative of the project you have come up with, including a specific statement of purpose or intent (i.e., why the project is being developed, what it is, and what niche or opportunity it is aimed to address).

The write-up should fully explain your project concept, constraints, and expectations. It is not necessary to go into minute detail regarding the various subactivities or subcomponents of the project; it is more important to concentrate on the bigger picture for now.

SAMPLE BACKGROUND ANALYSIS AND PROJECT NARRATIVE FOR ABCUPS, INC.

Founded in 1990, ABCups, Inc., owns and operates 10 injection-molding machines that produce plastic drinkware. ABCups's product line consists of travel mugs, thermal mugs, steins, and sports tumblers. The travel mugs, thermal mugs, and steins come in two sizes: 14 and 22 ounces. The sports tumblers are offered only in the 32-ounce size. All products except the steins have lids. The travel and thermal mugs consist of a liner, body, and lid. The steins and sports tumblers have no lining. There are 15 colors offered, and any combination of colors can be used. The travel and thermal mugs have a liner that needs to be welded to the outer body; subcontractors and screen printers weld the [illegible] ABCups's customers, but [illegible] ABCups's customers consists primarily of distributors and promotional organizations. Annual sales growth has remained steady, averaging 2%–3% each year. Last year's revenues from sales were $70 million.

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CURRENT PROCESS

ABCups' current method for producing its product is as follows:

1. Quote job
2. Receive/process order
3. Schedule order into production
4. Mold parts
5. Issue purchase order to screen printer with product specifications
6. Ship parts to screen printer for welding and artwork
7. Receive returned product from screen printer for final assembly and quality control
8. Ship product to customer

At current processing levels, the entire process can take from two to four weeks, depending on order size, complexity, and the nature of current production activity.

OVERVIEW OF THE PROJECT

Because of numerous complaints and quality rejects from customers, ABCups has determined to proactively resolve outstanding quality issues. The firm has determined that by bringing welding and screen printing functions in-house, it will be able to address the current quality problems, expand its market, maintain better control over delivery and order output, and be more responsive to customers. The project consists of adding three new processes (welding, screen printing, and improved quality control) to company operations.

ABCups has no experience in or equipment for welding and screen printing. The organization needs to educate itself, investigate leasing or purchasing space and equipment, hire trained workers,

and create a transition from subcontractors to in-house operators. The project needs a specified date of completion so that the transition from outsourcing to company production will be smooth and products can be delivered to customers with as little disruption to shipping as possible.

Management's strategy is to vertically integrate the organization to reduce costs, increase market share, and improve product quality. ABCups is currently experiencing problems with its vendor base, ranging from poor quality to ineffectual scheduling, causing ABCups to miss almost 20% of its customers' desired ship dates. Maintaining complete control over the product's development cycle should improve the quality and on-time delivery of ABCups's product line.

OBJECTIVES

Goals	Targets
1. Meet all project deadlines within a one-year time frame without jeopardizing customer satisfaction.	Excellent = 0 missed deadlines Good = 1–5 missed deadlines Acceptable = < 8 missed deadlines
2. Deplete dependence on subcontracted screen printing by 100% within six months without increasing customer's price or decreasing product quality.	Excellent = 100% independence Good = 80–99% independence Acceptable = 60–79% independence
3. Perform all process changes without affecting current customer delivery schedules for the one-year project time frame.	Excellent = 0% delivery delays Good = < 5% delivery delays Acceptable = 5–10% delivery delays
4. Decrease customer wait time over current wait time within one year without decreasing quality or increasing price.	Excellent = 2/3 decrease in wait time Good = 1/2 decrease in wait time Acceptable = 1/3 decrease in wait time
5. Stay within 10% of capital budget without exceeding 20% within the project baseline schedule.	Excellent = 1% variance Good = 5% variance Acceptable = 10% variance
6. Decrease customer rejections by 25% within one year.	Excellent = 45% reduction Good = 35% reduction Acceptable = 25% reduction

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General Approach

Management approach. The equipment will be purchased from outside vendors, however, ABCups's internal employees will perform the assembly work. Given the type of equipment that is required, outside contractors will not be needed because the company's facility employs the necessary maintenance staff to set up the equipment and troubleshoot as required, once the initial training has been supplied by the vendor.

2. **Technical approach.** The equipment manufacturers will utilize CAD to design the equipment. Initially, the firm will require a bank of parts to be available once the equipment arrives in order to fine-tune the machinery. Fixtures will be designed as required, but will be supplied by the machine manufacturer.

Constraints

1. **Budget constraints.** This project must ultimately increase profitability for the company. In addition, the project will have a constraining budget. It must be shown that any additional expense for both the conversion and producing finished cups on-site will result in increased profitability.
2. **Limited plant space.** ABCups is assuming this conversion does not involve building a new plant or significantly increasing facility size. Space for new machinery, new employees, and storage for dyes and inventory must be created through conversion of existing floor space. If additional floor space is required, leasing or purchasing options will need to be investigated.
3. **Time.** Since this project will require the company to break existing contracts with vendors, any missed milestones or other delays will cause an unacceptable delay to customers. A backup plan must be in place to avoid losing customers to competitors in case the time frame is not

strictly met. The conversion must be undertaken with a comprehensive project scheduling system developed and adhered to.

4. **Safety regulations.** The installation and conversion activities must be in accordance with several agencies' specifications, including but not limited to guidelines from the Occupational Safety and Health Administration (OSHA), the insurance carrier, and the financing agency.
5. **Current orders must be filled on time.** All activities must be designed to avoid any delay in current orders. The transition should appear seamless to customers to avoid losing any part of the extant customer base.

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3

Project Selection and Portfolio Management

Chapter Objectives

After completing this chapter, you should be able to:

- **3.1** Explain six criteria for a useful project selection/screening model.
- **3.2** Understand how to employ a variety of screening and selection models to select projects.
- **3.3** Learn how to use financial concepts, such as the efficient frontier and risk/return models.
- **3.4** Identify the elements in the project portfolio selection process and discuss how they work in a logical sequence to maximize a portfolio.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Portfolio Management (PMBoK sec. 1.4.2)

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PROJECT PROFILE

Project Selection and Portfolios Across Industries and Firms

The art and science of selecting projects is one that organizations take extremely seriously. Firms in a variety of industries have developed highly sophisticated methods for project screening and selection to ensure that the projects they choose to fund offer the best promise of success. As part of this screening process, organizations often evolve their own particular methods based on technical concerns, available data, and corporate culture and preferences. The following list gives you a sense of the lengths to which some organizations go with project selection:

- Hoechst AG, a pharmaceutical firm, uses a scoring portfolio model with 19 questions in five major categories when rating project opportunities. The five categories include probability of technical success, probability of commercial success, reward to the company, business strategy fit, and strategic leverage (that is, the ability of the project to employ and elevate company resources and skills). Within each of these factors are several specific questions, which are scored on a 1 to 10 scale by management.
- At German industrial giant Siemens, every business unit in each of the 190 countries in which the company operates uses a system entitled "PM@Siemens" for categorizing projects that employs a two-digit code. Each project is awarded a letter from A to F, indicating its significance to the company, and a number from 0 to 3, indicating its overall risk level. Larger or riskier projects (e.g., an "A0") require approval from Siemens' main board in Germany, but many of the lesser projects (e.g., an "F3") can be approved by local business units. Too many A0s in the portfolio can indicate mounting risks while too many F3 projects may signal a lack of economic value overall.
- The Royal Bank of Canada has developed a scoring model to rate its project opportunities. The criteria for the portfolio scoring include project importance (strategic importance, magnitude of impact, and economic benefits) and ease of doing (cost of development, project complexity, and resource availability). Expected annual expenditure and total project spending are then added to this rank-ordered list to prioritize the project options. Decision rules are used, e.g., projects of low importance that are difficult to execute get a "no-go" rating.
- The Weyerhaeuser corporate research and development (R&D) program has put processes in place to align and prioritize R&D projects. The program has three types of activities: technology assessment (changes in external environment

and impact to the company), research (building knowledge bases and competencies in core technical areas), and development (development of specific commercial opportunities). Four key inputs are considered when establishing priorities: significant changes in the external environment, long-term future needs of lead customers, business strategies, priorities, and technology needs, and corporate strategic direction.

- Mobil Chemical uses six categories of projects to determine the right balance of projects that will enter its portfolio: (1) cost reductions and process improvements, (2) product improvements, product modifications, and customer satisfaction, (3) new products, (4) new platform projects and fundamental/breakthrough research projects, (5) plant support, and (6) technical support for customers. Senior management reviews all project proposals and determines the division of capital funding across these six project types. One of the key decision variables involves a comparison of "what is" with "what should be."
- The Texas Department of Transportation identifies several criteria in its project selection process. Infrastructure and building projects are selected by the Texas Transportation Commission based on the following criteria: safety, maintenance and preservation of the existing system, congestion relief, access and mobility, economic vitality, efficient system management and operations, and any additional transportation goals identified in the statewide long-range transportation plans. These projects must adhere to all department design standards as well as applicable state and federal regulations.[1]
- At 3M's Traffic Safety Systems Division during project screening and selection, management uses a project viability chart to score project alternatives. As part of the profile and scoring exercise, personnel must address how the project accomplishes strategic project objectives and critical business issues affecting a specific group within the target market. Projected return on investment is always counterbalanced with riskiness of the project option.
- Exxon Chemical's management begins evaluating all new project proposals in light of the business unit's strategy and strategic priorities. Target spending is decided according to the overall project mix portfolio. As the year progresses, all projects are reprioritized using a scoring model. As significant differences between projected and actual spending are uncovered, the top management group adjusts for the next year's portfolio.[2]

Introduction: Project Selection

LO 3-1 Explain six criteria for a useful project selection/screening model.

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All organizations select projects they decide to pursue from among numerous opportunities. What criteria determine which projects should be supported? Obviously, this is no simple decision. The consequences of poor decisions can be extremely expensive. Recent research suggests that in the [illegible] (information technology, IT), [illegible] are terminated [illegible] before they are ever completed. Even [illegible] are created but never used by their intended clients. How do we make the most reasonable choices in selecting projects? What kind of information should we collect? Should decisions be based strictly on financial analysis, or should other criteria be considered? In this chapter, we will try to answer such questions as we take a closer look at the process of project selection.

We will examine several different approaches for evaluating and selecting potential projects. The various methods for project selection run along a continuum from highly qualitative, or judgment-based approaches to those that rely on quantitative analysis. Of course, each approach has its benefits and drawbacks, which must be considered in turn.

We will also discuss several issues related to the management of a **project portfolio**—the set of projects that an organization is considering/undertaking at any given time. For example, Rubbermaid, Inc., routinely undertakes hundreds of new product development projects simultaneously, always searching for opportunities with strong commercial prospects. When a firm is pursuing multiple projects, the challenges of strategic decision making, resource management, scheduling, and operational control are magnified.

Firms are bombarded with opportunities, but no organization enjoys infinite resources with which to pursue every opportunity that presents itself. Choices must be made, and to best ensure that they select the most viable projects, many managers develop priority systems—guidelines for balancing the opportunities and costs entailed by each alternative. The goal is to balance the competing demands of time and advantage.[3] The pressures of time and money affect most major decisions, and decisions are usually more successful when they are made in a timely and efficient manner. For example, if your firm's sales department recognizes a commercial opportunity it can exploit, you need to generate alternative approaches to the project quickly to capitalize on the prospect.

Time wasted is generally opportunity lost. On the other hand, you need to be careful: you want to be sure that, at least as far as possible, you are making the best choice among your options. Thus, organizational decision makers develop guidelines—*selection models*—that permit them to save time and money while maximizing the likelihood of success.

Several decision models are available to managers responsible for evaluating and selecting potential projects. As you will see, they run the gamut from qualitative to quantitative and simple to complex. All firms, however, try to develop a screening model (or set of models) that will allow them to make the best choices among alternatives within the usual constraints of time and money.

Suppose you were interested in developing a model that allowed you to effectively screen project alternatives. How might you ensure that the model was capable of picking potential winners from the large set of possible project choices? After much consideration, you decide to narrow the focus for your screening model and create one that will allow you to select only projects that have high potential payoffs. All other issues are ignored in favor of the sole criterion of commercial profitability. The question is, would such a screening model be useful? Souder[4] identifies five important issues that managers should consider when evaluating screening models:

1. ***Realism.*** An effective model must reflect organizational objectives, including a firm's strategic goals and mission. Criteria must also be reasonable in light of such constraints on resources as money and personnel. Finally, the model must consider both commercial risks and technical risks, including performance, cost, and time. That is, will the project work as intended? Can we keep to the original budget or is there a high potential for escalating costs? Is there a strong risk of significant schedule slippage?
2. ***Capability.*** A model should be flexible enough to respond to changes in the conditions under which projects are carried out. For example, the model should allow the company to compare different types of projects (long-term versus short-term projects, projects with different technologies or capabilities, projects with different commercial objectives). It should be robust enough to accommodate new criteria and constraints, suggesting that the screening model must allow the company to use it as widely as possible to cover the greatest possible range of project types.
3. ***Flexibility.*** The model should be easily modified if trial applications require changes. It must, for example, allow for adjustments due to changes in exchange rates, tax laws, building codes, [illegible]
4. ***[illegible]*** A model must be simple enough to be used by people in all areas of the organization, both those in specific project roles and those in related functional positions. Further, the screening model that is applied, the choices made for project selection, and the [illegible] those choices should be understood by [illegible] members. The choice should also be timely: it should [illegible] the screening information rapidly, and people should be able to assimilate that information without any special training or skills.
5. ***Cost.*** The screening model should be cost-effective. A selection approach that is expensive to use in terms of either time or money is likely to have the worst possible effect, causing organizational members to avoid using it because of the excessive cost of employing it. The cost of obtaining selection information and generating optimal results should be low enough to encourage use of the models rather than diminish their applicability.

Let's add a sixth criterion for a successful selection model:

6. ***Comparability.*** The model must be broad enough to be applied to multiple projects. If a model is too narrowly focused it may be useless in comparing potential projects, or foster biases toward some over others. A useful model must support general comparisons of project alternatives.

Project selection models come in two general classes: numeric and nonnumeric.[5] **Numeric models** seek to use numbers as inputs for the decision process involved in selecting projects. These values can be derived either objectively or subjectively; that is, we may employ objective, external values ("The bridge's construction will require 800 cubic yards of cement") or subjective, internal values ("We will need to hire two code checkers to finish the software development within eight weeks"). Neither of these two input alternatives is necessarily wrong; an expert's opinion on an issue may be subjective but very accurate. On the other hand, an incorrectly calibrated surveyor's level can give objective but wrong data. The key is to remember that most selection processes for

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project screening involve a combination of subjective and objective data assessment and decision-making. **Nonnumeric models**, on the other hand, do not employ numbers as decision inputs, relying instead on other data.

Companies spend great amounts of time and effort trying to make the best project selection decisions possible. These decisions are typically made with regard for the overall objectives that the company's senior management staff have developed and promoted based on their strategic plan. Such objectives can be quite complex and may reflect several external factors that can affect a firm's operations. For example, suppose the new head of Sylvania's Lighting Division mandated that the strategic objective of the organization was to be sales growth at all costs. Any new project opportunity would be evaluated against this key strategic imperative. Thus, a project offering the potential for opening new markets might be viewed more favorably than a competing project promising a higher potential rate of return.

The list of factors that can be considered when evaluating project alternatives is enormous. Table 3.1 provides only a partial list of the various elements that a company must address, organized into the general categories of risk and commercial factors, internal operating issues, and other factors. Although such a list can be long, in reality the strategic direction emphasized by top management often highlights certain criteria over others. In fact, if we apply Pareto's 80/20 principle, which states that a few issues (20%) are vital and many (80%) are trivial, it may be fairly argued that, for many projects, less than 20% of all possible decision criteria account for over 80% of the decision about whether to pursue the project.

This being said, we should reflect on two final points regarding the use of any decision-making approach to project selection. First, the most complete model in the world is still only a partial reflection of organizational reality. The potential list of inputs into any project selection decision is virtually limitless—so much so, in fact, that we must recognize this truth before exploring project selection lest we erroneously assume that it is possible, given enough time and effort, to identify all relevant issues that play a role. Second, embedded in every decision model are both objective and subjective factors. We may form opinions based on objective data, and we also may derive complex decision models from subjective inputs. Acknowledging that there exists a place for both subjective and objective inputs and decisions in any useful screening model is worthwhile.

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TABLE 3.1 Partial List of Factors for Project Screening and Selection

1. Risk—Factors that reflect elements of unpredictability to the firm, including:
   a. Technical risk—risks due to the development of new or untested technologies
   b. Financial risk—risks from the financial exposure caused by investing in the project
   c. Safety risk—risks to the well-being of users or developers of the project
   d. Quality risk—risks to the firm's goodwill or reputation due to the quality of the completed project
   e. Legal exposure—potential for lawsuits or legal obligation
2. Commercial—Factors that reflect the market potential of the project, including:
   a. Expected return on investment
   b. Payback period
   c. Potential market share
   d. Long-term market dominance
   e. Initial cash outlay
   f. Ability to generate future business/new markets
3. Internal operating issues—Factors that have an impact on internal operations of the firm, including:
   a. Need to develop/train employees
   b. Change in workforce size or composition
   c. Change in physical environment
   d. Change in manufacturing or service operations resulting from the project
4. Additional factors, including:
   a. Patent protection
   b. Impact on company's image
   c. Strategic fit

Approaches to Project Screening and Selection

LO 3.2 Understand how to employ a variety of screening and selection models to select projects.

A **project screening model** that generates useful information for project choices in a timely and useful fashion at an acceptable cost can serve as a valuable tool in helping an organization make optimal choices among numerous alternatives.[6] With these criteria in mind, let's consider some of the more common project selection techniques.

METHOD ONE: CHECKLIST MODEL

The simplest method of project screening and selection is developing a **checklist**, or a list of criteria that pertain to our choice of projects, and then applying them to different possible projects. Let's say, for example, that in our company, the key selection criteria are cost and speed to market. Because of our strategic competitive model and the industry we are in, we favor low-cost projects that can be brought to the marketplace within one year. We would screen each possible project against these two criteria and select the project that best satisfies them. But depending on the type and size of our possible projects, we may have to consider literally dozens of relevant criteria. In deciding among several new product development opportunities, a firm must weigh a variety of issues, including the following:

- *Cost of development.* What is a reasonable cost estimate?
- *Potential return on investment.* What kind of return can we expect? What is the likely payback period?
- *Riskiness of the new venture.* Does the project entail the need to create new-generation technology? How risky is the venture in terms of achieving our anticipated specifications?
- *Stability of the development process.* Are both the parent organization and the project team stable? Can we expect this project to face funding cuts or the loss of key personnel, including senior management sponsors?
- *Governmental or stakeholder interference.* Is the project subject to levels of governmental oversight that could potentially interfere with its development? Might other stakeholders [illegible] the development process? [illegible] environmental groups, for example, are often the cornerstone of the development process. A software development firm, for example, develops an application for a client. Hopes that success in performance on this project will lead to future business. On the other hand, the project may be simply a one-time opportunity with little potential for future work with the customer.

This is just a partial list of criteria that may be relevant when we are selecting among project alternatives. A checklist approach to the evaluation of project opportunities is a fairly simple device for recording opinions and encouraging discussion. Thus, checklists may be best used in a consensus-group setting, as a method for initiating conversation, stimulating discussion and the exchange of opinions, and highlighting the group's priorities.

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EXAMPLE 3.1 Checklist

Let's assume that SAP Corporation, a leader in the business applications software industry, is interested in developing a new application package for inventory management and shipping control. It is trying to decide which project to select from a set of four potential alternatives. Based on past commercial experiences, the company feels that the most important selection criteria for its choice are *cost*, *profit potential*, *time to market*, and *development risks*. Table 3.2 shows a simple checklist model with only four project choices and the four decision criteria. In addition to developing the decision criteria, we create evaluative descriptors that reflect how well the project alternatives correspond to our key selection criteria. We evaluate each criterion (which is rated *high*, *medium*, or *low*) to see which project accumulates the highest checks—and thus may be regarded as the optimal choice.

TABLE 3.2 Simplified Checklist Model for Project Selection

		Performance on Criteria		
Project	**Criteria**	**High**	**Medium**	**Low**
Project Alpha	Cost	X		
	Profit potential			X
	Time to market		X	
	Development risks			X
Project Beta	Cost		X	
	Profit potential		X	
	Time to market	X		
	Development risks		X	
Project Gamma	Cost	X		
	Profit potential	X		
	Time to market			X
	Development risks	X		
Project Delta	Cost			X
	Profit potential			X
	Time to market	X		
	Development risks		X	

SOLUTION

Based on this analysis, Project Gamma is the best alternative in terms of maximizing our key criteria—cost, profit potential, time to market, and development risks.

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The flaws in a model such as that shown in Table 3.2 include the subjective nature of the *high*, *medium*, and *low* ratings. These terms are inexact and subject to misinterpretation or misunderstanding. Checklist screening models also fail to resolve trade-off issues. What if our criteria are generally rated as is, but that is, that is some criteria are more important than others? Do relative, or weighted, importance affect our final decision? Let's say, for instance, that we regard time to market as our paramount criterion. Is Project Gamma, which is rated low on this criterion, still better than Project Beta or Delta, both of which are rated high on time to market though lower on other, less important criteria? Are we willing to make a trade-off, accepting low time to market to get the highest benefits in cost, profit potential, and development risks?

Because the simple checklist model does not deal satisfactorily with such questions, let's turn next to a more complex screening model in which we distinguish more important from less important criteria by assigning each criterion a simple *weight*.

METHOD TWO: SIMPLIFIED SCORING MODELS

In the **simplified scoring model**, each criterion is ranked according to its relative importance. Our choice of projects will thus reflect our desire to maximize the impact of certain criteria on our decision. To score our simplified checklist, we assign a specific weight to each of our four criteria:

Criterion	Importance Weight
Time to market	3
Profit potential	2
Development risks	2
Cost	1

Now let's reconsider the decision that we made using the basic checklist approach illustrated in Table 3.2.

EXAMPLE 3.2 Scoring Models

SAP Corporation is attempting to determine the optimal project to fund using the criterion weighting values we previously developed. As you can see in Table 3.3, although adding a scoring component to our simple checklist complicates our decision, it also gives us a more precise screening model—one that more closely reflects our desire to emphasize certain criteria over others.

SOLUTION

In Table 3.3, the numbers in the column labeled *Importance Weight* specify the numerical values that we have assigned to each criterion: *Time to market* always receives a value of *3*, *profit potential* a value of *2*, *development risk* a value of *2*, and *cost* a value of *1*. We then assign relative values to each of our four dimensions.

The numbers in the column labeled *Score* replace the *Xs* of Table 3.2 with their assigned score values:

High = 3
Medium = 2
Low = 1

TABLE 3.3 Simple Scoring Model

Project	Criteria	(A) Importance Weight	(B) Score	(A) × (B) Weighted Score
Project Alpha				
	Cost	1	3	3
	Profit potential	2	1	2
	Development risk	2	1	2
	Time to market	3	2	6
	Total Score			**13**
Project Beta				
	Cost	1	2	2
	Profit potential	2	2	4
	Development risk	2	2	4
	Time to market	3	3	9
	Total Score			**19**
Project Gamma				
	Cost	1	3	3
	Profit potential	2	3	6
	Development risk	2	3	6
	Time to market	3	1	3
	Total Score			**18**
Project Delta				
	Cost	1	1	1
	Profit potential	2	1	2
	Development risk	2	2	4
	Time to market	3	3	9
	Total Score			**16**

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In Project Alpha, for example, the *High* rating given *Cost* becomes a *3* in Table 3.3 because *High* is here valued at 3. Likewise, the *Medium* rating given *Time to market* in Table 3.2 becomes a *2*. But notice what happens when we calculate the numbers in the column labeled *Weighted Score*. When we multiply the numerical value of *Cost* (*1*) by its rating of *High* (3), we get a *Weighted Score* of 3. But when we multiply the numerical value of *Time to market* (*3*) by its rating of *Medium* (*2*), we get a *Weighted Score* of *6*. Once we add the numbers in the *Weighted Score* column for each project in Table 3.3 and examine the totals, Project Beta (with a total score of *19*) is the best alternative, compared to the other options: Project Alpha (with a total score of *13*), Project Gamma (with a total score of *18*), and Project Delta (with a total score of *16*).

Thus, the simple scoring model consists of the following steps:

- ***Assign importance weights to each criterion.*** The first step is to develop logic for differentiating among various levels of importance and to devise a system for assigning appropriate weights to each criterion. Relying on collective group judgment may help to validate the reasons for determining importance levels. The team may also designate some criteria as "must" items. Safety concerns, for example, may be stipulated as nonnegotiable. In other words, all projects must achieve an acceptable safety level or they will not be considered further.
- ***Assign score values to each criterion in terms of its rating (High = 3, Medium = 2, Low = 1).*** The logic of assigning score values is often an issue of scoring sensitivity—of making differences in scores distinct. Some teams, for example, prefer to widen the range of possible values—say, by using a 1-to-7 scale instead of a 1-to-3 scale—to ensure a clearer distinction among scores and therefore among project choices. Such decisions will vary according to the number of criteria being applied, and perhaps the team members' experience with the accuracy of outcomes produced by a given approach to screening and selection.
- ***Multiply importance weights by scores to arrive at a weighted score for each criterion.*** The weighted score reflects both the value that the team assigns to each criterion and the ratings that the team gives each criterion for the project.
- ***Add the weighted scores to arrive at an overall project score.*** The final score for each project [illegible] weighted criteria.

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The pharmaceutical company Hoechst Marion Roussel uses a scoring model for selecting projects that identifies not only five main criteria—reward, business strategy fit, strategic leverage, probability of technical success, and probability of commercial success—but also several subcriteria under each of the five main criteria. Each of the 5 subcriteria is rated on a scale of 1 to 5, and the score for each criterion is then calculated by averaging the scores for each criterion. The final project score is determined by adding the average score of each of the five subcategories. Hoechst has had great success with this scoring model, both in setting project priorities and in making go/no-go decisions.[8]

The simple scoring model has some useful advantages as a project selection device. First, it is easy to use in tying critical strategic goals for the company to various project alternatives. In the case of the pharmaceutical company Hoechst, the company has assigned several categories to strategic goals for its project options, including *business strategy fit* and *strategic leverage*. These strategic goals become a critical hurdle for all new project alternatives. Second, the simple scoring model is easy to comprehend and use. With a checklist of key criteria, evaluation options (high, medium, and low), and attendant scores, top managers can quickly grasp how to employ this technique.

LIMITATIONS OF SCORING MODELS

The simple scoring model illustrated here is an abbreviated and unsophisticated version of the weighted-scoring approach. In general, scoring models try to impose some structure on the decision-making process while, at the same time, combining multiple criteria.

Most scoring models, however, share some important limitations. A scale from 1 to 3 may be intuitively appealing and easy to apply and understand, but it is not very accurate. From the perspective of mathematical scaling, it is simply wrong to treat evaluations on such a scale as real numbers that can be multiplied and summed. If *3* means *High* and *2* means *Medium*, we know that *3* is better than *2*, but we do not know by how much. Furthermore, we cannot assume that the difference between *3* and *2* is the same as the difference between *2* and *1*. Thus, in Table 3.3, if the score for

Project Alpha is 13 and the score for Project Beta is 19, may we assume that Beta is 46% better than Alpha? Unfortunately, no. Critics of scoring models argue that their ease of use may blind novice users to the false assumptions that sometimes underlie them.

From a managerial perspective, another drawback of scoring models is the fact that they depend on the relevance of the selected criteria and the accuracy of the weight given them. In other words, they do not ensure that there is a reasonable link between the selected and weighted criteria and the business objectives that prompted the project in the first place.

For example, as a means of selecting projects, the Information Systems steering committee of a large bank has adopted three criteria: *contribution to quality*, *financial performance*, and *service*. The bank's strategy is focused on customer retention, but the criteria selected by the committee do not reflect this fact. As a result, a project aimed at improving service to potential *new* markets might score high on *service* even though it would not serve *existing* customers (the people whose business the bank wants to retain). Note too that the criteria of *quality* and *service* may overlap, leading managers to double-count and overestimate the value of some factors.[9] Thus, the bank has employed a project selection approach that neither achieves its desired ends nor matches its overall strategic goals.

METHOD THREE: THE ANALYTICAL HIERARCHY PROCESS

The **Analytical Hierarchy Process (AHP)** was developed by Dr. Thomas Saaty[10] to address many of the technical and managerial problems frequently associated with decision-making through scoring models. An increasingly popular method for effective project selection, the AHP is a four-step process.

STRUCTURING THE HIERARCHY OF CRITERIA The first step consists of constructing a hierarchy of criteria and subcriteria. Let's assume, for example, that a firm's IT steering committee has selected three criteria for evaluating project alternatives: (1) *financial benefits*, (2) *contribution to strategy*, and (3) *contribution to IT infrastructure*. The *financial benefits* criterion, which focuses on the tangible benefits of the project, is further subdivided into long-term and short-term benefits. *Contribution to strategy*, an intangible factor, is subdivided into three subcriteria: (a) *increasing market share for product X*, (b) *retaining existing customers for product Y*, and (c) *improving cost management*.

Table 3.4 is a representational breakdown of all these criteria. Note that subdividing relevant criteria into a meaningful hierarchy gives managers a rational method for sorting among and ordering [illegible] criteria as contributions to strategy, can be broken down into discrete sets of supporting requirements, including *market share*, *customer retention*, and *cost management*, thus building a hierarchy of alternatives that simplifies matters. Because the hierarchy can reflect the structure of organizational strategy and critical success factors, it also provides a way to [illegible] project economic benefits [illegible] with business objectives. This illustrates how we can use meaningful strategic issues and critical factors to establish logic for both the types of selection criteria and their relative weighting.

Recently, a large U.S. company used the AHP to rank more than a hundred project proposals worth millions of dollars. Because the first step in using the AHP is to establish clear criteria for selection, 10 managers from assorted disciplines, including finance, marketing, management information systems, and operations, spent a full day establishing the hierarchy of criteria. Their challenge was to determine the key success criteria that should be used to guide project selection, particularly as these diverse criteria related to each other (relative weighting). They found that, in addition to clearly defining and developing the criteria for evaluating projects, the process also produced a more coherent and unified vision of organizational strategy.

TABLE 3.4 Hierarchy of Selection Criteria Choices

First Level	Second Level
1. Financial benefits	1A: Short-term
	1B: Long-term
2. Contribution to strategy	2A: Increasing market share for product X;
	2B: Retaining existing customers for product Y;
	2C: Improving cost management
3. Contribution to IT infrastructure	

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ALLOCATING WEIGHTS TO CRITERIA The second step in applying AHP consists of allocating weights to previously developed criteria and, where necessary, splitting overall criterion weight among subcriteria. Mian and Dai[12] and others have recommended the so-called **pairwise comparison approach** to weighting, in which every criterion is compared with every other criterion. This procedure, argue the researchers, permits more accurate weighting because it allows managers to focus on a series of relatively simple exchanges—namely, two criteria at a time.

The simplified hierarchy in Figure 3.1 shows the breakdown of criterion weights across the same three major criteria that we used in Table 3.4. As Figure 3.1 shows, *Finance* (that is, *financial benefits*) received a weighting value of 52%, which was split between *Short-term benefits* (30%) and *Long-term benefits* (70%). This configuration means that *long-term financial benefits* receives an overall weighting of $(0.52) \times (0.7) = 36.4\%$.

The hierarchical allocation of criteria and splitting of weights resolves the problem of double counting in scoring models. In those models, criteria such as *service*, *quality*, and *customer satisfaction* may be either separate or overlapping factors, depending on the objectives of the organization. As a result, too little or too much weight may be assigned to a given criterion. With AHP, however, these factors are grouped as subcriteria and share the weight of a common higher-level criterion.

ASSIGNING NUMERICAL VALUES TO EVALUATION DIMENSIONS For the third step, once the hierarchy is established, we can use the pair-wise comparison process to assign numerical values to the dimensions of our evaluation scale. Figure 3.2 is an evaluation scale with five dimensions: *Poor*, *Fair*, *Good*, *Very Good*, and *Excellent*. In this figure, for purposes of illustration, we have assigned the values of *0.0*, *0.10*, *0.30*, *0.60*, and *1.00*, respectively, to these dimensions. Naturally, we can change these values as necessary. For example, if a company wants to indicate a greater discrepancy between *Poor* and *Fair*, managers may increase the range between these two dimensions. By adjusting values to suit specific purposes, managers avoid the fallacy of assuming that the differences between numbers on a scale of, say, 1 to 5 are equal—that is, assuming that the difference between 4 and 5 is the same as the difference between 3 and 4. With the AHP approach, the "best" outcome receives a perfect score of 1.00 and all other values represent some proportion relative to that score.

When necessary, project managers are encouraged to apply different scales for each criterion. Note, for example, that Figure 3.2 uses scale points ranging from *Poor* to *Excellent*. Suppose however, that we were evaluating applicants for a computer analyst position and the criterion term was education level." Clearly, using a scale ranging from *Poor* to *Excellent* makes no sense, so we would adjust the scales to make them meaningful, perhaps using levels such as "High School," "Some College," "College Graduate," and so forth. Allocating weights across dimensions gives a firmer underpinning of both the [illegible] which we are applying. Appropriate [illegible]

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EVALUATING PROJECT PROPOSALS In the final step, we multiply the numeric evaluation of the project by the weights assigned to the evaluation criteria and then add the results for all criteria. Figure 3.3 shows how five potential projects might be evaluated by an AHP program offered by Expert Choice, a maker of decision software.[13] Here's how to read the key features of the spreadsheet:

- The second row specifies the value assigned to each of five possible ratings (from *Poor* = 1 = .000 to *Excellent* = 5 = 1.000).

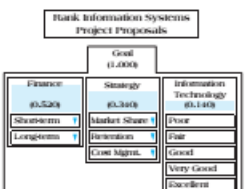


FIGURE 3.1 **Sample AHP with Rankings for Salient Selection Criteria**

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	Nominal	Priority	Bar Graph
Poor	0.00000	0.000	
Fair	0.10000	0.050	
Good	0.30000	0.150	
Very Good	0.60000	0.300	
Excellent	1.00000	0.500	
Total	2.00000	1.000	

FIGURE 3.2 Assigning Numerical Values to Labels

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- The fourth row specifies the five decision criteria and their relative weights (Finance/*Short-Term* = .1560, *Strategy/Cost Management* = .0816, and so forth). (Note that three criteria have been broken down into six subcriteria).
- The second column lists the five projects (*Perfect Project*, *Aligned*, etc.).
- The third column labeled "Total" gives a value for each alternative. This number is found by multiplying each evaluation by the appropriate criterion weight and summing the results across all criteria evaluations.

To illustrate how the calculations are derived, let us take the *Aligned* project as an example. Remember that each rating (Excellent, Very Good, Good, etc.) carries with it a numerical score, Figure 3.2. These scores, when multiplied by the evaluation criteria and then added together, yield:

$$(.1560)(.3) + (.3640)(1.0) + (.1020)(.3) + (.1564)(1.0) + (.0816)(.3) + (.1400)(1.0) = .762$$

The *Perfect Project*, as another example, was rated *Excellent* on all six dimensions and thus received a total score of 1.000. Also, compare the evaluations of the *Aligned* and *Not Aligned* project choices. Although both projects received an equal number of *Excellent* and *Good* rankings, the *Aligned* project [illegible] the *Not Aligned* project [illegible] *Aligned* project [illegible] *Mixed* project [illegible].

Unlike the results of typical scoring models, the AHP scores are significant. The *Aligned* project, for example, which scored 0.762, is almost three times better than the *Mixed* project, with its score of 0.281. Because the ability to make [illegible] AHP [illegible] alternatives [illegible] project management [illegible] AHP process in [illegible] calculations. We might, for example, [illegible] by the ratio of AHP scores to total their development costs. Let's say that based on this ratio, we find that the *Not Aligned* project is much cheaper to initiate than the *Aligned project*. This finding may suggest that *from a cost/benefit perspective*, the *Not Aligned* project offers a better alternative than the *Aligned* project.

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Finance	Short-term

Poor 1 (.000)	Fair 2 (.100)	Good 3 (.300)	Very Good 4 (.600)	Excellent 5 (1.000)

	Alternatives	Total	Finance		Strategy			Technology
			Short-Term	Long-Term	Market Share	Retention	Cost Management	
			.1560	.3640	.1020	.1564	.0816	.1400
1	Perfect Project	1.000	Excellent	Excellent	Excellent	Excellent	Excellent	Excellent
2	Aligned	0.762	Good	Excellent	Good	Excellent	Good	Excellent
3	Not Aligned	0.538	Excellent	Good	Excellent	Good	Excellent	Good
4	All Very Good	0.600	Very Good	Very Good	Very Good	Very Good	Very Good	Very Good
5	Mixed	0.281	Poor	Fair	Good	Very Good	Excellent	Good
6								
7								
8								
9								
10								

FIGURE 3.3 The Project Rating Spreadsheet

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The AHP methodology can dramatically improve the process of developing project proposals. In firms that have incorporated AHP analysis, new project proposals must contain, as part of their core information, a sophisticated AHP breakdown listing the proposed project, alternatives, and projected outcomes. The Analytical Hierarchy Process offers a true advantage over traditional scoring models, primarily because it reduces many of the technical and managerial problems that plague such approaches.

The AHP does have some limitations, however. First, current research suggests that the model does not adequately account for negative utility; that is, the fact that certain choice options do not contribute positively to the decision goals but actually lead to negative results. For example, suppose that your company identified a strong project option that carried a prohibitively expensive price tag. As a result, selecting this project is really not an option because it would be just too high an investment. However, using the AHP, you would first need to weigh all positive elements, develop your screening score, and then compare this score against negative aspects, such as cost. The result can lead to bias in the project scoring calculations.[14] A second limitation is that the AHP requires that all criteria be fully exposed and accounted for at the beginning of the selection process. Powerful members of the organization with political agendas or pet projects they wish to pursue may resist such an open selection process.

METHOD FOUR: PROFILE MODELS

Profile models allow managers to plot **risk/return** options for various alternatives and then select the project that maximizes return while staying within a certain range of minimum acceptable risk. "Risk," of course, is a subjective assessment: it may be difficult to reach overall agreement on the level of risk associated with a given project. Nevertheless, the profile model offers another way of evaluating, screening, and comparing projects.[15]

Let's return to our example of project screening at SAP Corporation. Suppose that instead of the four project alternatives for the new software project we discussed earlier, the firm had identified six candidates for development. For simplicity's sake, managers chose to focus on the two criteria of *risk* and *reward*.

In Figure 3.4, the six project alternatives are plotted on a graph showing perceived *Risk* on the *y*-axis and potential *Return* on the *x*-axis. Because of the cost of capital to the firm, we will specify some minimum desired rate of return. All projects will be assigned some risk factor value and be plotted according to their return potential. (The decision to assign risk factors to projects may be controversial, of course, but for the purposes of a profile model, these values are created here simply for illustrative purposes.) In our example, SAP can employ a variety of measures to assess the likely return offered by this project, including discounted cash flow analysis and internal rate of return. Projects that promise increasing returns for increasing risk will be plotted to the right of less risky projects, enabling us to plot them along the *y*-axis. The key data in employing identical

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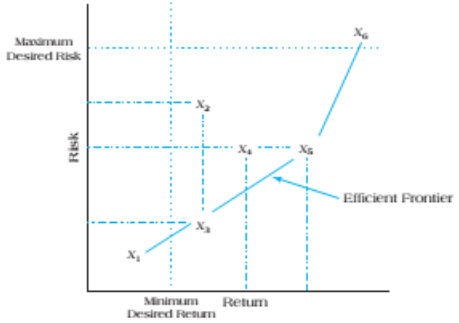


FIGURE 3.4 Profile Model

evaluation criteria and quantification approaches across all projects to be profiled on the graph. Clearly, when project risks are unique or we have no way of comparing the relative risks from project to project, it is impossible to accurately plot project alternatives.

In Figure 3.4, we see that Project X_2 and Project X_5 have similar expected rates of return. Project X_5, however, represents a better selection choice. Why? Because SAP can achieve the same rate of return with Project X_5 as it can with Project X_2 but with less risk. Likewise, Project X_5 is a superior choice to X_4, because although they have similar risk levels, X_5 offers greater return as an investment. Finally, while Project X_6 offers the most potential return, it does so at the highest level of risk.

The profile model makes use of a concept most widely associated with financial management and investment analysis—the *efficient frontier*. In project management, the **efficient frontier** is the set of project portfolio options that offers either a maximum return for every given level of risk or the minimum risk for every level of return.[16] When we look at the profile model in Figure 3.4, we note that certain options (X_1, X_3, X_5, X_6) lie along an imaginary line balancing optimal risk and return combinations. Others (X_2 and X_4), however, are less desirable alternatives and would therefore be considered inferior choices. The efficient frontier serves as a decision-making guide by establishing the threshold level of risk/return options that all future project choices must be evaluated against.

One advantage of the profile model is that it offers another method by which to compare project alternatives, this time in terms of the risk/return trade-off. Sometimes it is difficult to evaluate and compare projects based on scoring models or other qualitative approaches. The profile model, however, gives managers a chance to map out potential returns while considering the risk that accompanies each choice. Thus, profile models give us a method for eliminating alternatives that either carry too much risk or promise too little return.

On the other hand, profile models also have disadvantages:

1. They limit decision criteria to just two—risk and return. Although an array of issues, including safety, quality, and reliability can come under the heading of risk, the approach still necessarily limits the decision-maker to a small set of criteria.
2. To be evaluated in terms of an efficient frontier, some value must be attached to risk. Expected return is a measure that is naturally given to numerical estimate. But because risk may not be [illegible] coming to project choices.

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Example 3.3 Profile Model

Let's consider a simple example. Suppose that our company has identified two new project alternatives and we wish to use risk/return analysis to determine which of the two projects would fit best with our current project portfolio. We assess return in terms of the profit margin we expect to achieve on the projects. Risk is evaluated at our company in terms of four elements: (1) technical risk—the technical challenge of the project, (2) capital risk—the amount invested in the project, (3) safety risk—the risk of accidents or employee safety, and (4) goodwill risk—the risk of losing customers or diminishing our company's image. The magnitude of each of these types of risk is determined by applying a "low, medium, high" risk scale where 1 = low, 2 = medium, and 3 = high.

After conducting a review of the likely profitability for both of the projects and evaluating their riskiness, we conclude the following:

	Risk	Return Potential
Project Saturn	10	23%
Project Mercury	6	16%

Figure 3.5 shows our firm's efficient frontier for the current portfolio of projects. How would we evaluate the attractiveness of either Project Saturn or Project Mercury?

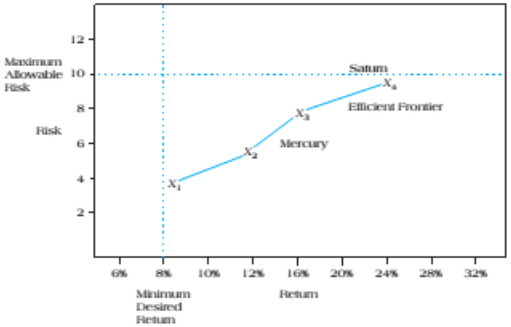


FIGURE 3.5 Efficient Frontier for Our Firm

SOLUTION

When we consider the two choices, Projects Saturn and Mercury, in terms of their projected risk and return, we can chart them on our profile model relative to other projects that we are undertaking. Figure 3.5 illustrates the placement of the two new project options. Note that Project Saturn, although within our maximum risk limit, does not perform as well as the other projects in our current portfolio (it has a higher risk rating for its projected return than other comparable projects). On the other hand, Project Mercury offers us a 16% rate of return for a lower level of risk than the current efficient frontier, suggesting that this project is an attractive option and a better alternative than Project Saturn.

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Financial Models

LO 3.3 Learn how to use financial concepts, such as the efficient frontier and risk/return models.

Another important series of models rely on financial analysis to make project selection decisions. In this section, we will examine three commonly used financial models: *discounted cash flow analysis, net present value,* and *internal rate of return.*

Financial models are all predicated on the **time value of money** principle. The time value of money suggests that money earned today is worth more than money we expect to earn in the future. In other words, $100 that I receive four years from now is worth significantly less to me than if I were to receive that money today. In the simplest example, we can see that putting $100 in a bank account at 3% interest will grow the money at a compounded rate each year. Hence, at the end of year 1, the initial investment will be worth $103. After two years, it will have grown to $106.09, and so on. The principle also works in reverse: to calculate the *present value* of $100 that I expect to have in the bank in four years' time, I must first discount the amount by the same interest rate. Hence, assuming an interest rate of 3%, I need only invest $88.85 today to yield $100 in four years.

We expect future money to be worth less for two reasons: (1) the impact of inflation, and (2) the inability to invest the money. Inflation, as we know, causes prices to rise and hence erodes consumers' spending power. In 1900, for example, the average house may have cost a few thousand dollars to build. Today housing costs have soared. As a result, if I am to receive $100 in four years, its value will have decreased due to the negative effects of inflation. Further, not having that $100 today means that I cannot invest it and earn a return on my money for the next four years. Money that we cannot invest is money that earns no interest. In real terms, therefore, the

present value of money must be discounted by some factor the farther out into the future I expect to receive it. When deciding among nearly identical project alternatives, if Project A will earn our firm $50,000 in two years and Project B will earn our company $50,000 in four years, Project A is the best choice because we will receive the money sooner.

PAYBACK PERIOD

The project **payback period** is the estimated amount of time that will be necessary to recoup the investment in a project, that is, how long will it take for the project to pay back its initial investment and begin to generate positive cash flow for the company. In determining the payback period for a project, we employ a discounted cash flow analysis, based on the principle of the time value of money. The goal of the **discounted cash flow (DCF) method** is to estimate cash outlays and expected cash inflows resulting from investment in a project. All potential costs of development (most of which are contained in the project budget) are assessed and projected prior to the decision to initiate the project. They are then compared with all expected sources of revenue from the project. For example, if the project is a new chemical plant, projected revenue streams will be based on expected capacity, production levels, sales volume, and so forth.

We then apply to this calculation a *discount rate* based on the firm's cost of capital. The value of that rate is weighted across each source of capital to which the firm has access (typically, debt and equity markets). In this way, we weight the cost of capital, which can be calculated as follows:

$$K_{\text{firm}} = (w_d)(k_d)(1 - t) + (w_e)(k_e)$$

The weighted cost of capital is the percentage of capital derived from either debt (w_d) or equity (w_e) multiplied by the percentage costs of debt and equity (k_d and k_e, respectively). (The value t refers to the company's marginal tax rate: because interest payments are tax deductible, we calculate the cost of debt after taxes.)

There is a standard formula for payback calculations:

$$\text{Payback period} = \text{investment/annual cash savings}$$

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The financial purpose of this formula is to see how long it will take to earn back the investment. However, note that this formula only works in simple circumstances when cash flows (or annual cash savings) are the same for each year. So for example, if we invest $150,000 and receive $30,000 a year in annual savings, the payback period is straightforward:

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$$\text{Payback period} = \$150{,}000/\$30{,}000 = 5 \text{ years}$$

On the other hand, when projected cash flows from annual savings are not equal, you must determine at what point the cumulative cash flow becomes positive. Thus:

$$\text{Cumulative cashflow (CF)} = \text{(Initial investment)} + \text{CF(year 1)} + \text{CF(year 2)} + \ldots$$

Once cost of capital has been calculated, we can set up a table projecting costs and revenue streams that are discounted at the calculated rate. The key is to determine how long it will take the firm to reach the breakeven point on a new project. *Breakeven point* represents the amount of time necessary to recover the initial investment of capital in the project. Shorter paybacks are more desirable than longer paybacks, primarily because the farther we must project payback into the future, the greater the potential for additional risk.

EXAMPLE 3.4 Payback Period

Our company wants to determine which of two project alternatives is the more attractive investment opportunity by using a payback period approach. We have calculated the initial investment cost of the two projects and the expected revenues they should generate for us (see Table 3.5). Which project should we invest in?

SOLUTION

For our example, the payback for the two projects can be calculated as in Table 3.6. These results suggest that Project A is a superior choice over Project B, based on a shorter projected payback period (2.857 years versus 4.028 years) and a higher rate of return (35% versus 24.8%).

TABLE 3.5 Initial Outlay and Projected Revenues for Two Project Options

	Project A		Project B	
	Revenues	Outlays	Revenues	Outlays
Year 0		$500,000		$500,000
Year 1	$ 50,000		$ 75,000	
Year 2	150,000		100,000	
Year 3	350,000		150,000	
Year 4	600,000		150,000	
Year 5	500,000		900,000	

TABLE 3.6 Comparison of Payback for Projects A and B

Project A	Year	Cash Flow	Cum. Cash Flow
	0	($500,000)	($ 500,000)
	1	50,000	(450,000)
	2	150,000	(300,000)
	3	350,000	50,000
	4	600,000	650,000
	5	500,000	1,150,000
Payback = 2.857 years			
Rate of Return = 35%			

Project B	Year	Cash Flow	Cum. Cash Flow
	0	($500,000)	($500,000)
	1	75,000	(425,000)
	2	100,000	(325,000)
	3	150,000	(175,000)
	4	150,000	(25,000)
	5	900,000	875,000
Payback = 4.028 years			
Rate of Return = 24.8%			

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NET PRESENT VALUE

The most popular financial decision-making approach in project selection, the **net present value (NPV) method**, projects the change in the firm's value if a project is undertaken. Thus, a *positive* NPV indicates that the firm will make money—and its value will rise—as a result of the project. Net present value employs discounted cash flow analysis, discounting future streams of income to estimate the present value of money.

The simplified formula for NPV is as follows:

$$NPV_{(project)} = I_0 + \sum_{t=1}^{t} F_t/(1 + r + p_t)^t$$

where

F_t = net cash flow for period t
r = required rate of return
I = initial cash investment (cash outlay at time 0)
p_t = inflation rate during period

The optimal procedure for developing an NPV calculation consists of several steps, including the construction of a table listing the outflows, inflows, discount rate, and discounted cash flows across the relevant time periods. We construct such a table in Example 3.5 (see Table 3.7).

EXAMPLE 3.5 Net Present Value

Assume that you are considering whether to invest in a project that will cost $100,000 in initial investment. Your company requires a rate of return of 10%, and you expect inflation to remain relatively constant at 4%. You anticipate a useful life of four years for the project and have projected future cash flows as follows:

- Year 1: $20,000
- Year 2: $50,000
- Year 3: $50,000
- Year 4: $25,000

SOLUTION

We know the formula for determining NPV:

$$NPV = I_0 + \sum_{n=1}^{t} F_t/(1 + r + p)^t$$

We can now construct a simple table to keep a running score on discounted cash flows (both inflows and outflows) to help us keep track of the [illegible] We will also [illegible] the following terms:

- *Net flows:* the difference between inflows and outflows
- *Discount factor:* the reciprocal of the discount rate $(1/(1 + r + p)^t)$

[illegible] if we set the Discount Factor column [illegible] $= 1.0$ [illegible] $= 4\%$, we can begin work on the *NPV*. Note that *Year 0* means the present time, and *Year 1* the first year of operation.

How did we arrive at the *Discount Factor* for Year 3? Using the formula we previously set, we calculated the appropriate data:

$$\text{Discount factor} = (1/(1 + .10 + .04)^3) = .6749$$

Now we can supply the data for the *Inflows*, *Outflows*, and *Net Flow* columns.

Finally, we complete the table by multiplying the *Net Flow* amount by the *Discount Factor*. The results give us the data for the *NPV* column of our table. The sum of the discounted cash flows (their net present value) shown in Table 3.8 gives us the *NPV* of the project. The total is a positive number, indicating that the investment is worthwhile and should be pursued.

Net present value is one of the most common project selection methods in use today. Its principal advantage is that it allows firms to link project alternatives to financial performance, better

TABLE 3.7 Simple Scoring Model

Year	Inflows	Outflows	Net Flow	Discount Factor	NPV
0		$100,000	$(100,000)	1.0000	
1	$20,000		20,000	0.8772	
2	50,000		50,000	0.7695	
3	50,000		50,000	0.6749	
4	25,000		25,000	0.5921	

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TABLE 3.8 Discounted Cash Flows and NPV (I)

Year	Inflows	Outflows	Net Flow	Discount Factor	NPV
0		$100,000	$(100,000)	1.0000	$(100,000)
1	$20,000		20,000	0.8772	17,544
2	50,000		50,000	0.7695	38,475
3	50,000		50,000	0.6749	33,745
4	25,000		25,000	0.5921	14,803
Total					$ 4,567

TABLE 3.9 Discounted Payback Method

Year	Project Cash Flow* Discounted	Undiscounted
1	$8,900	$10,000
2	7,900	10,000
3	7,000	10,000
4	6,200	10,000
5	5,500	10,000
Payback Period	4 Years	3 Years

ensuring that the projects a company chooses to invest its resources in are likely to generate profit. Among its disadvantages is the difficulty in using NPV to make accurate long-term predictions. For example, suppose that we were considering investing in a project with an expectation that it would continue to generate returns during the next 10 years. In choosing whether to invest in the project [illegible] Knowing what the interest rates will be over the next 10 years is impossible, so it is difficult to make long-term investment decisions when discount rates may fluctuate.

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DISCOUNTED PAYBACK

Now that we have considered the time value of money, as shown in the NPV method, we can apply this logic to the simple payback model to create a screening and selection model with a bit more power. Remember that with NPV, we use discounted cash flow as our means to decide whether to invest in a project opportunity. Now, let's apply that same principle to the **discounted payback method**. With this method, the period in which we are interested is the length of time until the sum of the discounted cash flows is equal to the initial investment.

A simple example will illustrate the difference between straight payback and discounted payback methods. Suppose we require a 12.5% return on new investments, and we have a project opportunity that will cost an initial investment of $30,000 with a promised return per year of $10,000. Under the simple payback model, the initial investment should be paid off in only three years. However, as Table 3.9 demonstrates, when we discount our cash flows at 12.5% and start adding them, it actually takes four years to pay back the initial project investment.

The advantage of the discounted payback method is that it allows us to make a more intelligent determination of the length of time needed to satisfy the initial project investment. That is, while simple payback is useful for accounting purposes, discounted payback is actually more representative of the financial realities that all organizations must consider when pursuing projects. The effects of inflation and future investment opportunities matter with individual investment decisions, hence these factors should also matter when evaluating project opportunities.

INTERNAL RATE OF RETURN

Internal rate of return (IRR) is an alternative method for evaluating the expected outlays and income associated with a new project investment opportunity. The IRR method asks the simple question, what rate of return will this project earn? Under this model, the project must meet some

required "hurdle" rate applied to all projects under consideration. Without detailing the mathematics of the process, we will say that IRR is the discount rate that equates the present values of a project's revenue and expense streams. If a project has a life of time t, the IRR is defined as:

$$IO = \sum_{t=1}^{n} \frac{ACF^t}{(1 + IRR)^t}$$

where

ACF^t = annual after-tax cash flow for time period t
IO = initial cash outlay
n = project's expected life
IRR = project's internal rate of return

The IRR is found through a straightforward process, although it requires tables representing present value of an annuity to determine the project's rate of return. Alternatively, many pocket calculators can determine IRR quickly. Without tables or access to a calculator, it is necessary to employ an iterative process to identify the approximate IRR for the project.

EXAMPLE 3.6 Internal Rate of Return

Let's take a simple example. Suppose that a project required an initial cash investment of $5,000 and was expected to generate inflows of $2,500, $2,000, and $2,000 for the next three years. Further, assume that our company's required rate of return for new projects is 10%. The question is, is this project worth funding?

SOLUTION

Answering this question requires four steps:

1. Pick an arbitrary discount rate and use it to determine the net present value of the stream of cash inflows.
2. Compare the present value of the inflows to the initial investment. If they are equal, you have found the IRR.
3. If the present value is larger (or smaller) than the initial investment, select a higher (or lower) discount rate for the computation.
4. Determine the present value of the inflows and compare it with the investment. Continue to repeat steps 3 and 4 until you have determined the IRR.

Using our example, we know:

Cash investment = $5,000
Year 1 inflow = $2,500
Year 2 inflow = $2,000
Year 3 inflow = $2,000
Required rate of return = 10%

Step One: Try 12%.

		Discount Factor	
Year	Inflows	at 12%	NPV
1	$2,500	.893	$2,233
2	2,000	.797	1,594
3	2,000	.712	1,424
Present value of inflows			5,251
Cash investment			–5,000
Difference			$ 251

Decision: Present value difference at 12% is 250.50, which is too high. Try a higher discount rate.

Step Two: Try 15%.

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		Discount Factor	
Year	Inflows	at 15%	NPV
1	$2,500	.870	$2,175
2	2,000	.756	1,512
3	2,000	.658	1,316
Present value of inflows			5,003
Cash investment			5,000
Difference			$ 3

Decision: Present value difference at 15% is $3, which suggests that 15% is a close approximation of the IRR.

If the IRR is greater than or equal to the company's required rate of return, the project is worth funding. In Example 3.6, we found that the IRR is 15% for the project, making it higher than the hurdle rate of 10% and a good candidate for investment. The advantage of using IRR analysis lies in its ability to compare alternative projects from the perspective of expected *return on investment* (ROI). Projects having higher IRR are generally superior to those having lower IRR.

The IRR method, however, does have some disadvantages. First, it is *not* the rate of return for a project. In fact, the IRR equals the project's rate of return only when project-generated cash inflows can be reinvested in new projects at similar rates of return. If the firm can reinvest revenues only on lower-return projects, the real return on the project will be less than the calculated IRR. Several other problems with the IRR method make NPV a more robust determinant of project viability:[17]

- IRR and NPV calculations typically agree (that is, make the same investment recommendations) only when projects are independent of each other. If projects are not mutually exclusive, IRR and NPV may rank them differently. The reason is that NPV employs a weighted average cost of capital discount rate that reflects potential reinvestment, while IRR does not. Because of this distinction, NPV is generally preferred as a more realistic measure of investment opportunity.
- If cash flows for a project are irregular, with large outflows (for example, for cash outflows follow a period of net cash inflows, IRR may give conflicting results. If, following the completion of plant construction, it is necessary to invest in land reclamation or other incidental but significant expenses, an IRR calculation may result in multiple return rates.
- [illegible] value [illegible]

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CHOOSING A PROJECT SELECTION APPROACH

What can we conclude from our discussion of project selection methods? First and foremost, we have learned to focus on the *method* that we use in making selection decisions. Have we been consistent and objective in considering our alternatives? The author has worked in a consulting and training capacity with several firms that have experienced recurrent problems in their project selections—they kept picking losers. Why? One reason was their failure to even attempt objectivity in their selection methods. Proposed projects, often the pet ideas of senior managers, were pushed to the head of the line or worse, financially tweaked until they yielded satisfactory conclusions. Team members knew in advance that such projects would fail because the projects had been massaged to the point at which they seemingly optimized the selection criteria. The key to project selection lies in being objective about the process. If you operate according to the "GIGO" principle—garbage in/garbage out—you'll soon be up to your knees in garbage.

A second conclusion we can draw is that although a wide variety of selection methods exist, certain ones may be more appropriate for specific companies and project circumstances. Some projects require sophisticated financial evidence of their viability. Others may only need to demonstrate no more than an acceptable profile when compared to other options. In other words, any of the previously discussed selection methods may be appropriate under certain situations. Some experts, for example, favor weighted scoring models because they offer a more accurate reflection of a firm's strategic goals without sacrificing long-term effectiveness for short-term financial gains.[18] They argue that such important nonfinancial criteria should not be excluded from the decision-making process. In fact, research suggests that although very popular, financial selection

models, when used exclusively, do not yield optimal portfolios.[19] On the other hand, when they are combined with scoring models into a more comprehensive selection procedure, they can be highly effective. It is also critical to match the types of projects we are selecting from to the appropriate screening method. Is it possible to estimate future return on investment? Potential risk? These issues should be carefully thought through when developing a suitable screening model. Perhaps the key lies in choosing a selection algorithm broad enough to encompass both financial and nonfinancial considerations. Regardless of the approach that a company selects, we can be sure of one thing: making good project choices is a crucial step in ensuring good project management downstream.

PROJECT PROFILE

Project Selection and Screening at GE: The Tollgate Process

General Electric has developed a highly sophisticated approach to project screening and selection that the company calls the Tollgate Process. As you can see from Figure 3.6, Tollgate involves a series of seven formal procedural checkpoints (labeled *100* to *700*) established along the project development time line. Therefore, Tollgate is more than just a project selection methodology; it involves controlling the selection and development of the project as it moves through its life cycle. Each stage in this control process is carefully monitored.

Each of the seven Tollgate stages can be broken down into a so-called *process map* that guides managers and teams in addressing specific necessary elements in the completion of a stage. These elements are the substeps that guide project screening to ensure that all projects conform to the same set of internal GE standards.

Figure 3.7 lays out the process flow map that is used to evaluate the progress each project makes at the various stages to final completion. Note that teams must complete all action substeps at each Tollgate stage. Once they have completed a given stage, a cross-functional management review team provides oversight at a review conference. Approval at this stage permits the team to proceed to the next stage. Rejection means that the team must back up and deal with any issues that the review team feels it has not addressed adequately. For example, suppose that the project fails a technical conformance test during field testing at the system verification stage. The technical failure would require the team to cycle back to the appropriate point to analyze the cause for the field test failure and begin remedial steps to correct it. After a project team has received approval from the review team, it needs the approval of [illegible] Tollgate stage. Rejection at this Tollgate stage [illegible] effectively [illegible] project.

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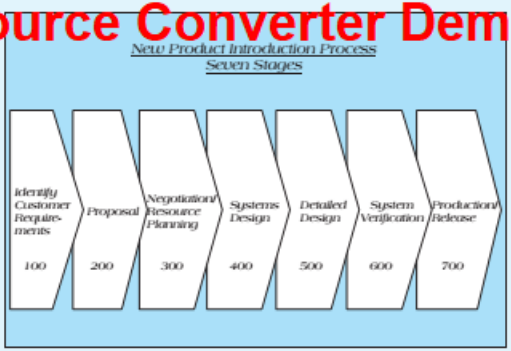


FIGURE 3.6 GE's Tollgate Process

Source: Used with permission of General Electric Company.

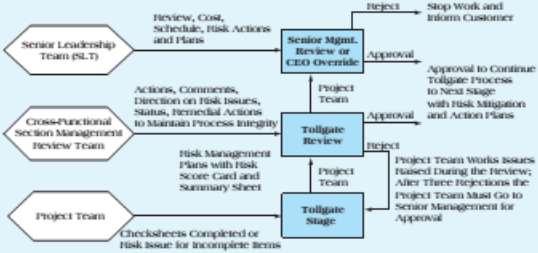


FIGURE 3.7 The GE Tollgate Review Process Flow Map

Source: Used with permission of General Electric Company.

Some critics argue that formalized and sophisticated review processes such as Tollgate add excessive layers of bureaucratic oversight to the project screening process. In fact, the sheer number of actions, steps, checklists, and managerial reviews stipulated by the Tollgate process can add significant delays to projects—a critical concern if a project is needed to address an immediate problem. On the other hand, proponents of such techniques argue that the benefits—standardization across business units, comprehensive step-by-step risk analysis, clear links to top management—more than compensate for potential problems. At GE, the company credits Tollgate with promoting significant improvements in early problem discovery and real-time risk management.

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Project Portfolio Management

LO 3.4 Identify the elements in the project portfolio selection process and discuss how they work in a logical sequence to maximize a portfolio.

Project portfolio management is the work that goes into creating and managing a firm's collection of projects. According to the Project Management Institute, a company's project portfolio consists of its projects, programs, subportfolios, and operations managed as a group to achieve strategic objectives.[20] Projects are managed concurrently under a single umbrella and may be either related or independent of one another. The key to portfolio management is realizing that a firm's projects share a common strategic purpose and the same scarce resources.[21] For example, Pratt & Whitney Jet Engines, a subsidiary of United Technologies Corporation, is like other major jet engine manufacturers in that it creates a wide portfolio of engine types, from those developed for helicopters to those for jet aircraft, from civilian use to military consumption. Although the products share common features, the technical challenges ensure that the product line is highly diverse. The concept of project portfolio management holds that firms should not manage projects as independent entities, but rather should regard portfolios as unified assets. There may be multiple objectives, but they are also shared objectives.[22]

Cooper[23] has suggested that project portfolio management should have four goals: (1) maximizing the value of the portfolio—the goal is to ensure that the total worth of projects in the pipeline yields maximum value to the company, (2) achieving the right balance of projects in the portfolio—there should be a balance between high-risk and low-risk, short-term and long-term, genuine new products and product improvement projects, (3) achieving a strategically-aligned portfolio—leading companies have a clear product innovation strategy that directs their R&D project investments, and (4) resource balancing—having the right number of projects in the portfolio is critical. Too many firms invest in too many different projects that they cannot simultaneously support. Overextension just drains resources and causes top management to constantly shift their view from new project venture to new project venture, without providing sufficient support for any of them.

Artto[24] notes that in a project-oriented company, project portfolio management poses a constant challenge between balancing long-term strategic goals and short-term needs and constraints. Managers routinely pose questions such as the following:

- What projects should the company fund?
- Does the company have the resources to support them?
- Do these projects reinforce future strategic goals?
- Does this project make good business sense?
- Is this project complementary to other company projects?

OBJECTIVES AND INITIATIVES

Each of the questions in the previous list has both short-term and long-term implications, and taken together, they constitute the basis for both strategic project management and effective risk management. Portfolio management, therefore, entails decision making, prioritization, review, realignment, and reprioritization of a firm's projects. Let's consider each of these tasks in more detail.

DECISION MAKING The decision of whether to proceed in specific strategic directions is often influenced by market conditions, capital availability, perceived opportunity, and acceptable risk. A variety of project alternatives may be considered reasonable alternatives during portfolio development.

PRIORITIZATION Because firms have limited resources, they typically cannot fund every project opportunity. Thus, they must prioritize. For this task, several criteria may be used:

- ***Cost.*** Projects with lower development costs are more favorable because they come with less upfront risk.
- ***Opportunity.*** The chance for a big payout is a strong inducement for funding.
- ***Top management pressure.*** Political pressure from top management (say, managers with pet projects) can influence decisions.
- ***Risk.*** Project payouts must justify some level of acceptable risk; those that are too risky are scrutinized.
- ***Strategic fit.*** Projects may be evaluated in terms of their contribution to overall organizational goals.
- ***Desire for portfolio balance.*** A firm may want to offset risky initiatives by funding other projects. The Boston Consulting Group's product matrix framework, for example, balances company product lines in terms of relative market share and product growth, suggesting that firms can maintain a strategic balance within their portfolios between products with different profiles. A firm might use its profitable but low-growth products to fund investment into projects with high-growth prospects. Portfolio balance supports developing a strategy that allows companies the ability to balance or offset risk, explore alternative market opportunities, and fund innovation in other product lines.

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REVIEW All project alternatives are evaluated according to the company's prioritization scheme. Projects selected for the firm's portfolio are the ones that, based on those priorities, offer maximum return. For example, at the start of the current economic downturn, DHL Express started evaluating its project portfolio through a new lens. The organization's portfolio review board decided that all ongoing projects had to meet the following criteria: deliver return on investment (ROI) in 2009, be "mission-critical" to running the business, and address government or regulatory issues required to keep the business operational. Following an extensive portfolio review, several projects were temporarily discontinued.

REALIGNMENT When portfolios are altered by the addition of new projects, managers must reexamine company priorities. In the wake of new project additions, several important questions should be considered. Does the new project conform to strategic goals as characterized by the project portfolio, or does it represent a new strategic direction for the firm? Does a new project significantly alter

the firm's strategic goals? Does the portfolio now require additional rebalancing? The decision to change a portfolio by adding new projects restarts the analysis cycle in which we must again reexamine the portfolio for signs of imbalance or updating.

REPRIORITIZATION If strategic realignment means shifting the company's focus (i.e., creating new strategic directions), then managers must also reprioritize corporate goals and objectives. In this sense, portfolio management means managing overall company strategy. For example, Bayer Corporation, a global pharmaceutical giant, has found its corporate identity becoming less distinct due to the wide variety of acquisitions and other brands under which it markets its products. The company recently announced its intention to gradually eliminate many of the other brands that it owns under the "Bayer product umbrella" to emphasize the Bayer label. They found, after thorough analysis, that supporting a diverse set of brands in the Bayer Group was having the effect of diluting their signature brand. Consumers were confused about what Bayer actually made and that confusion was in danger of altering their perceptions of the quality of Bayer products.

THE PORTFOLIO SELECTION PROCESS

We can also see how the previous set of portfolio management practices works in a logical sequence. Selecting projects for a firm's portfolio is usually a systematic, committee-based process that employs some systematic method or process to clarify the important steps for all who are participating in project selection. Project selection works best when it employs an integrated framework that can then be decomposed into specific steps or a logical series of activities, allowing decision makers to move toward optimal choices. One such framework, shown in Figure 3.8, demonstrates the interrelationship of these multiple decision steps and offers a process by which a selection committee can work jointly toward creating an optimal project portfolio. This model broadly shows

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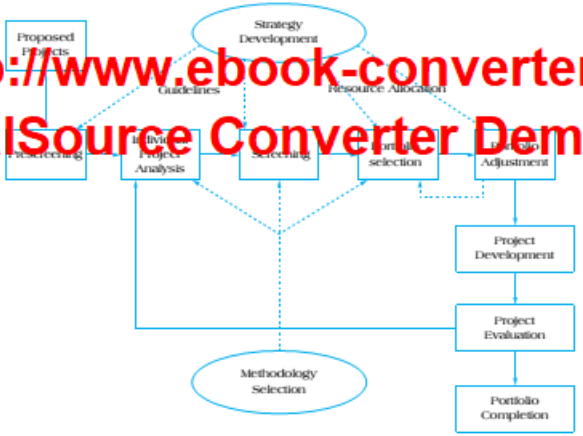


FIGURE 3.8 Project Portfolio Selection Process

Source: N. Archer and F. Ghasemzadeh (2004), "Project portfolio selection and management," in P.W.G. Morris and J. K. Pinto (Eds.). *The Wiley Guide to Managing Projects*, Hoboken, NJ: John Wiley & Sons, pp. 237–255.

three categories of portfolio selection steps: preprocess, process, and post-process activities. The ovals in the model refer to preprocess activities, including methodology selection and strategy development. The process steps are shown in the solid, horizontally-linked boxes in the center of the diagram. Post-process phases are depicted by the solid, vertically-linked boxes on the right-hand side of the figure.[25]

PREPROCESS PHASE To carefully evaluate project opportunities, it is first critical for firms to determine their selection methodology (or methodologies) as well as the guiding strategy principles that will be used to evaluate projects. Methodology selection refers to the approaches (often multiple) that are going to be used to evaluate projects against each other or against some general standard that the company employs. In the following Section 3.3, we will discuss these various project selection methods. The important point to note is that the decision on what methodologies to use is a preprocess decision, before we begin actually weighing project choices against each other.

The second element in the preprocess phase is developing our overall business strategy, as we discussed in detail in Chapter Two. Once we have a strategy that includes some portfolio goals and recognizes our company's broader strategic vision, it will help as we analyze various projects to determine if they pass the first hurdle and should even be considered as reasonable business opportunities.

PROCESS PHASE Figure 3.8 shows fives steps in the process phase for project selection: 1) prescreening, 2) individual project analysis, 3) screening, 4) portfolio selection, and 5) portfolio adjustment.

1. Prescreening – During prescreening, we are just ensuring that any project fits in the broader strategic goals that we have developed for the company. For example, if a strategic goal for our firm is to grow our infrastructure business in Africa, projects that focus on the African continent will pass the first prescreening step. We may also specify budget limitations as part of prescreening, so a project with a proposed budget of $10 million will automatically be rejected if a strategic guideline is to emphasize investment in smaller projects of less than $1 million.
2. Individual project analysis – In this stage, we are specifically evaluating individual project characteristics. The organization decides important project evaluation criteria for each project but will then be used as a basis for later comparison. For example, project risk, return on investment, project payback, and net present value can all be calculated at this stage.
3. Screening – Once individual project evaluations are complete, the selection committee assesses projects against company criteria that are deemed either "must" or "nonmandatory" to remain as legitimate investment opportunities. For example, once we have calculated a project's expected return on investment, we may assess that number against some general company guideline. To illustrate, suppose a project opportunity had an estimated return on investment of 15% but our firm has a strict cut-off for new projects of a 20% required rate of return. For this point, during the screening phase, we would drop this project opportunity because it does not meet one of our critical screening criteria.
4. Portfolio selection – At the portfolio stage, we are concerned about how a project fits in with others that are currently in our portfolio. In other words, the goal of this stage is to consider the interactions among the various project projects, including interdependencies, competition for resources, and timing, so that the potential new projects are viewed as part of the current overall whole. For example, suppose that a new project opportunity required the full commitment of two skilled software programmers and we discover, at this stage, that those two programmers are already committed to other projects in the portfolio. We can either decide to hire additional programmers, delay the new project investment, or cancel it and look for other opportunities.
5. Portfolio adjustment – This final stage in the process of project selection involves any portfolio balancing that may be necessary. Figure 3.9, for example, shows how some firms use a portfolio matrix to classify their current projects. New projects entering the portfolio will be evaluated against this matrix. It may be necessary to balance the matrix of projects by removing or rejecting some projects that are already well-represented by others already in the portfolio (e.g., Oysters).

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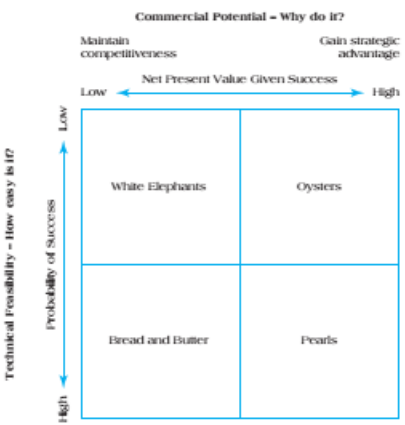


FIGURE 3.9 Project Portfolio Matrix

Source: D. Matheson, D. and J. E. Matheson. (1998). *The Smart Organization: Creating Value through Strategic R&D*. Boston, MA: Harvard Business School Press.

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POST-PROCESS PHASE The final stage of the portfolio selection process, the post-process phase, consists of activities related to project development, project evaluation, and portfolio completion. These are activities that can help the organization generate data from past experiences as a way to refining [illegible] both filled projects and selection process itself. [illegible] both the [illegible] rent projects that have passed a critical review gate and new projects about to enter the portfolio. Once the projects are in the portfolio, we evaluate their performance after development. Suppose we were to discover that several projects are unsuccessful. We may wish to determine if one problem lies in our initial method for selecting projects in the first place. For example, it may be the case that our selection process and methodology does not effectively screen out projects that fail to perform well. This information, during project evaluation, should be fed back to our process to influence the manner in which we are currently conducting individual project analysis (see Figure 3.8). The final outcome of this selection process should be a completed project portfolio, subject, of course, to restarting the process again from the beginning as new proposed projects become candidates for the portfolio through future project screening.

DEVELOPING A PROACTIVE PORTFOLIO

Portfolio management, therefore, is an important component in strategic project management. In addition to managing specific projects, organizations plan for profitability, and the road to profitability often runs through the area of strategic project management. One of the most effective methods for aligning profit objectives and strategic plans is the development of a proactive project portfolio, or an integrated family of projects, usually with a common strategic goal. Such a portfolio supports overall strategic integration, rather than an approach that would simply move from project opportunity to opportunity.

A useful model that has been applied to project portfolio management links the two issues of commercial potential and technical feasibility in judging among potential project alternatives to

select for a firm's portfolio. This portfolio classifies projects among four distinct types, depending on where they fall in the matrix (see Figure 3.9):[26]

1. *Bread and butter* projects are those with a high probability of technical feasibility and a modest likelihood for commercial profitability. These projects are typically evolutionary improvements to existing product lines or modest extensions to existing technology. A new release of a software product or "new and improved" laundry detergent are examples of bread and butter projects.
2. *Pearls* are projects that offer a strong commercial potential and are technically feasible. These projects can be used to gain strategic advantage in the marketplace. Pearls involve commercial applications that have the potential to revolutionize a field while relying on well-known or understood technology. Examples of pearls are projects that involve new applications of existing technology, such as sonar imaging systems to detect deep-water oil reserves.
3. *Oysters* are early-stage projects that have the potential to unleash significant strategic and commercial advantages for the company that can solve the technical challenges. Because oyster projects involve unknown or revolutionary technologies, they are still at the early stages of possible success. If these technical challenges can be overcome, the company stands to make a great deal of money. An example of an oyster project is developing viable fusion power generation or extended life batteries for electric cars.
4. *White elephant* projects are a combination of low technical feasibility coupled with low commercial impact. The question could be asked: Why would a firm select white elephant projects that combine the worst of profitability and technical feasibility? The answer is that they do not deliberately select projects of this sort. Most white elephants start life as bread and butter projects or oysters that never live up to their potential. As a result, although originally undertaken with high hopes, white elephants end up consuming resources and wasting time, but they are often maintained with rationalizations such as, "We've already spent too much on it to just kill it now," or "Influential members of the organization support it."

Project matrixes like the one in Figure 3.8 are a useful means for companies to take a hard look at the current state of their project portfolio. Is there a good balance among project types? Are there some obvious white elephants that need to be killed? Should the firm be investing in more (or fewer) strategic projects at the expense of bread and butter projects? Balancing technical risk and potential [illegible] to ensure that the state of the company's portfolio is always updated.

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It is also important to avoid making snap judgments or quick opinions of project opportunities to classify them on the grid. Classifying your portfolio of projects into a matrix means that a company must [illegible] the potential [illegible] project types—white elephants, bread and butter, oysters, and pearls. Should we use quantitative scoring or screening models? Financial models? Some combination of several methods? Any of these approaches can be a useful starting point for classifying the current projects in the portfolio and identifying the value of potential new investments.

Consider the example of the large pharmaceutical firm Pfizer.[27] Pfizer and its competitors routinely manage large families of projects in an integrated manner. The overall integration of project management efforts helps the company's managers deal with certain realities of the pharmaceutical industry, such as extremely high development costs and long lead times for new products. In fact, as Table 3.10 shows, the lead time for bringing a new drug to market can easily stretch over 15 years, and the success rate of a drug being commercially developed is estimated to be less than 0.002%.

Therefore, at any particular point in time, Pfizer has numerous projects under research and development, a smaller number of projects entering various stages of clinical trials, and finally, an even smaller line of projects already on the market. Each step in the cycle is fraught with risks and uncertainties. Will a drug work in clinical trials? Will it have minimal negative side effects? Can it be produced in a cost-effective manner? Is its release time-sensitive (is there, for instance, a limited market opportunity of which to take advantage)? Often the answers to such questions will reduce Pfizer's ongoing portfolio of development projects.

Under the risky circumstances of this industry, in which development time is lengthy, the financial repercussions of failure are huge, and success is never certain, pharmaceutical firms must practice highly sophisticated project portfolio management. Because failure rates are high and washouts constant, the need to take advantage of new product opportunities is critical. Only in this way can the company ensure a steady supply of new products in the pipeline.

TABLE 3.10 Phases in New Drug Development

Phase	Duration	% of Success	Contents
Discovery	4–7 yrs	1%	Research a selected pool of molecules in computer models and test tubes.
Preclinical research			Test on animals and in test tubes to research the safety, possible indications, toxicology, and metabolism of the molecule.
Phase I	1 yr	70%–75%	Small clinical studies on healthy volunteers to study the safety and ADME characteristics of the molecule.
Phase II	2 yrs	50%	Small studies on patients with the target disease to study the efficacy, dosage, and formulation of the drug.
Phase III	3 yrs	75%–85%	Large clinical studies on patients to confirm the results of Phase II. The most expensive phase in the project.
Marketing Application (MA)	1.5–3 yrs	75%–80%	Compile marketing authorization application (MAA) and send to the authorities. After the authorization, the drug may be sold and marketed.
Total	12–16 yrs	< 0.002%	

Source: M. Lehtonen (2001). "Resource allocation and project portfolio management in pharmaceutical R&D," in Artto, Martinsuo, and Aalto (Eds.), *Project Portfolio Management: Strategic Management through Projects*, pp. 107–140, figure on page 112. Helsinki, Finland: Project Management Association.

The pitfalls and possibilities of the pharmaceuticals development process are illustrated in Figure 3.10. Drug companies compensate for the lengthy lead times necessary to get final approval of new products by simultaneously funding and managing scores of development efforts. Unfortunately, only a small proportion of an R&D portfolio will show sufficient promise to be advanced to the clinical trial stage. Many projects are further weeded out during this phase, with very few projects reaching the stage of commercial rollout.

Pfizer uses portfolio management to manage the flow of new drug development projects, [illegible] Siemens uses it to manage its product development efforts in areas such as baseband modems, and Nevan Systems. Scott Paper manages a large portfolio of products and new project initiatives through the same portfolio management approaches. Project portfolios are necessary because a certain percentage of projects will be canceled prior to full funding, others will be eliminated during development, and still others will be terminated. This cycle is [illegible]

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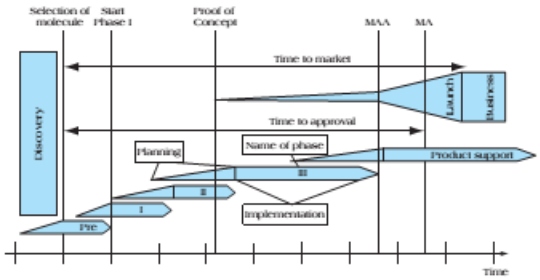


FIGURE 3.10 The Flow of New Drug Development over Time

Source: M. Lehtonen. (2001). "Resource allocation and project portfolio management in pharmaceutical R&D," in Artto, Martinsuo, and Aalto (Eds.), *Project Portfolio Management: Strategic Management through Projects*, pp. 107–140, figure on page 120. Helsinki, Finland: Project Management Association.

few projects to account for a firm's return on all its investments. In short, any company that puts all its R&D eggs in one project basket runs huge risks if that project fails during development or proves disappointing in the marketplace. As a rule, therefore, companies guarantee themselves fallback options, greater financial stability, and the chance to respond to multiple opportunities by constantly creating and updating portfolios of projects.

Although there are no standard rules for the projects a company's portfolio should contain, research into portfolio management across industries has found that for companies in certain industries, there may be general guidelines for the types of projects routinely being developed. For example, in a study of the IT industry, researchers found that the average firm's project portfolio budget consists of 47% spent on infrastructure projects (intended to support essential elements of the organization, its networks, PCs, development tools, training and help desk support, and maintenance). The remaining 53% of the IT portfolio budget is spent on *application projects*, including "frontier" projects to alter the competitive landscape, *enhancement projects* to support better corporate performance, and *utility applications* for improving internal company processes. For the majority of IT firms, nearly 67% of their portfolio budget is spent on infrastructure and utility projects that make no direct business performance improvement but are nevertheless essential for the smooth operation of a company.[28] This example demonstrates that it is possible to use research to determine the optimal mix of alternative project types within the portfolios of firms in other industries as a means to guide portfolio-balancing decisions.

KEYS TO SUCCESSFUL PROJECT PORTFOLIO MANAGEMENT

Although examples of successfully managed portfolios abound, few researchers have investigated the key reasons why some companies are better at it than others. Brown and Eisenhardt[29] studied six firms in the computer industry, all of which were involved in multiple project development activities. They determined that successfully managed project portfolios usually reflect the following three factors:

FLEXIBLE STRUCTURE AND FREEDOM OF COMMUNICATION Multiple-project environments cannot operate effectively when they are constrained by restrictive layers of bureaucracy, narrow communication channels, and rigid development processes. Successful portfolios emerge from environments [illegible] communication. [illegible] to the firm's experimental or existing product lines. Innovative new product ideas are more likely to emerge

LOW-COST ENVIRONMENTAL SCANNING Many firms devote a lot of time and money to efforts to hit [illegible] plans. The [illegible] with only [illegible] and [illegible] the marketplace by storm. Even without [illegible] analyzing [illegible] opportunities or threats commercial trends. As a rule, successful project portfolio strategies call for launching several low-cost probes into the future, the idea behind environmental scanning—developing and market-testing several experimental product prototypes, sometimes by entering strategic alliances with potential partners. Successful firms do not rely on home runs and narrowly concentrated efforts. They are constantly building and testing new projects prior to full-scale development. Rubbermaid, for example, routinely brings dozens of new product ideas to the market, samples the commercial response, and uses the resulting information to improve potential winners and discard products that don't measure up.

TIME-PACED TRANSITION Successful portfolio management requires a sense of timing, especially as firms make transitions from one product to the next. Successful firms use project portfolio planning routinely to develop long lead times and plan ahead in order to make the smoothest possible transition from one product to another, whether the product lines are diverse or constitute creating a follow-on upgrade. Gillette, for example, has made a lucrative business out of developing and selling new models of shaving razors. Gillette's product life cycle planning is highly sophisticated, allowing it to make accurate predictions of the likely life cycle of current products and the timing necessary for beginning new product development projects to maintain a seamless flow of consumer products.

PROBLEMS IN IMPLEMENTING PORTFOLIO MANAGEMENT

What are some of the common problems in creating an effective portfolio management system? Although numerous factors can adversely affect the practice of portfolio management, recent research seems to suggest that the following are among the most typical problem areas.[30]

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CONSERVATIVE TECHNICAL COMMUNITIES In many organizations, there is a core of technical professionals—project engineers, research scientists, and other personnel—who develop project prototypes. A common phenomenon is this group's unwillingness, whether out of pride, organizational inertia, or due to arguments supporting pure research, to give up project ideas that are too risky, too costly, or out of sync with strategic goals. Often, when top management tries to trim the portfolio of ongoing projects for strategic reasons, they find engineers and scientists reluctant to accept their reasoning. Data General Corporation, a manufacturer of computers and IT products, found itself increasingly under the dominance of its hardware engineering department, a group intent on pursuing their own new product goals and fostering their own vision for the organization. By the mid-1990s, with one product after another resulting in significant losses, the company could not continue to operate independently and was acquired by EMC Corporation.

OUT-OF-SYNC PROJECTS AND PORTFOLIOS Sometimes after a firm has begun realigning and reprioritizing its strategic outlook, it continues to develop projects or invest in a portfolio that no longer accurately reflects its new strategic focus. Strategy and portfolio management must accurately reflect a similar outlook. When strategy and portfolio management are out of alignment, one or both of two things will probably happen: Either the portfolio will point the firm toward outmoded goals, or the firm's strategy will revert to its old objectives.

UNPROMISING PROJECTS The worst-case scenario finds a company pursuing poor-quality or unnecessary projects. Honda, for example, has been pursuing hydrogen fuel technology for over 10 years and is marketing its FCX car in southern California with compressed hydrogen as its fuel source. Unfortunately, while the efficiency of the engine is high, the current difficulties in the technology make the FCX a questionable project choice to continue to support. The tanker trucks that replenish gasoline stations carrying hydrogen refueling pumps can carry about 300 fill-ups. However, hydrogen takes up much more space and requires high-pressure cylinders that weigh 65 times as much as the hydrogen they contain. Therefore, one giant, 13-ton hydrogen delivery truck can carry only about 10 fill-ups! By ignoring this critical flaw in the hydrogen economy idea, Honda has a product that is grossly inefficient compared to electric cars. Well-to-wheel efficiency analysis of the Honda FCX shows that the Tesla pure electric car is three times more efficient while producing only one-[illegible] [illegible]

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When portfolio management is geared to product lines, managers routinely rebalance the portfolio to ensure that there are a sufficient number of products of differing types to offset those with weak sales. Revenues from "cash cows," for example, can fund innovative new products. Sometimes, however, a portfolio requires heavy [illegible] [illegible] resources. But it is precisely this ongoing attention to the portfolio that prevents it from becoming weighted down with unpromising projects.

SCARCE RESOURCES A key resource for all projects is human capital. In fact, personnel costs comprise one of the highest sources of project expense. Additional types of resources include any raw materials, financial resources, or supplies that are critical to successfully completing the project. Before spending large amounts of time creating a project portfolio, organizations thus like to ensure that the required resources will be available when needed. A principal cause of portfolio underperformance is a lack of adequate resources, especially personnel, to support required development.

Portfolio management is the process of bringing an organization's project management practices into line with its overall corporate strategy. By creating complementary projects and creating synergies within its project portfolio, a company can ensure that its project management teams are working together rather than at cross-purposes. Portfolio management is also a visible symbol of the strategic direction and commercial goals of a firm. Taken together, the projects that a firm chooses to promote and develop send a clear signal to the rest of the company about priorities, resource commitment, and future directions. Finally, portfolio management is an alternative method for managing overall project risk by seeking a continuous balance among various families of projects, between risks and return trade-offs, and between efficiently run projects and nonperformers. As more and more organizations rely on project management to achieve these ends, it is likely that more and more firms will take the next logical step: organizing projects by means of portfolio management.

Summary

3.1 ***Explain six criteria for a useful project selection/screening model.*** No organization can pursue every opportunity that presents itself. Choices must be made, and to best ensure that they select the most viable projects, firms develop priority systems or guidelines—*selection/screening models* (or a set of models) that will help them make the best choices within the usual constraints of time and money. These help them save time and money while maximizing the likelihood of success.

Several decision models are available to managers who are responsible for evaluating and selecting potential projects. Six important issues that managers should consider when evaluating screening models are: (1) *Realism:* An effective model must reflect organizational objectives, must be reasonable in light of constraints on resources such as money and personnel, and must take into account both commercial risks and technical risks. (2) *Capability:* A model should be flexible enough to respond to changes in the conditions under which projects are carried out, and robust enough to accommodate new criteria and constraints. (3) *Flexibility:* The model should be easily modified if trial applications require changes. (4) *Ease of use:* A model must be simple enough to be used by people in all areas of the organization, and it should be timely in that it generates information rapidly and allows people to assimilate that information [illegible] (5) *Information requirements:* The cost of gathering, storing, and arranging information in the form of useful reports or proposals should be reasonable low in relation to the costs associated with [illegible] the cost of using the model must be low enough to encourage their use rather than diminish their applicability). (6) *Comparability:* The model must be broad enough that it can be applied to multiple projects and support general comparisons of project alternatives.

3.2 ***Understand how to employ a variety of screening and selection models to select projects.*** Checklists require decision-makers to develop a list of the criteria that are deemed important when considering project alternatives. For example, a firm may decide that all project alternatives must be acceptable on criteria such as return on investment, safety, cost of development, commercial opportunities, and stakeholder acceptability. Once the list of criteria is created, all project alternatives are evaluated against it and assigned a rating of high, medium, or low depending on how well they satisfy each criterion in the checklist. Projects that rate highest across the relevant criteria are selected. Checklists are useful because they are simple and require the firm to make trade-off decisions among criteria to determine which issues are most important in selecting new projects. Among their disadvantages are the subjective nature of the rating process and the fact that they assume equal weighting for all criteria when some, in fact, may be much more important than others in making the final decision.

Simple scoring models are like checklists except that they employ criterion weights for each of the decision criteria. Hence, all project alternatives are first weighted by the importance score for the criterion, and then final scores are evaluated against one another. The advantage of this method is that it recognizes the fact that decision criteria may be weighted differently, leading to better choices among project alternatives. The disadvantages of the method arise from the difficulty in assigning meaningful values to scoring anchors such as "High = 3, Medium = 2, Low = 1." Thus, there is some uncertainty in the interpretation of the results of simple scoring models using weighted rankings. The usefulness of these models depends on the relevance of the selected criteria and the accuracy of the weight given to them.

The Analytical Hierarchy Process (AHP) is a four-step process that allows decision makers to understand the nature of project alternatives in making selection decisions. Using the AHP, decision makers (a) structure the hierarchy of criteria to be used in the decision process, (b) allocate weights to the criteria, (c) assign numerical values to the evaluation dimensions, and (d) use the scores to evaluate project alternatives. The AHP has been shown to create more accurate decision alternatives and lead to [illegible] the organization's decision makers develop accurate decision criteria and evaluate and weight them honestly.

3.3 ***Learn how to use financial concepts, such as the efficient frontier and risk/return models.*** Many projects are selected as a result of their perceived risk/return trade-off potential. That is, all projects entail risk (uncertainty), so project organizations seek to balance higher risk with comparatively higher expectations of return when considering which projects to fund. The efficient frontier concept allows projects to be evaluated against each other by assessing the potential returns for each alternative compared to the risk the firm is expected to undertake in producing the project. The efficient frontier is the set of project portfolio options that offers either a maximum return for every given level of risk or the minimum risk for every level of return.

3.4 ***Identify the elements in the project portfolio selection process and discuss how they work in a logical sequence to maximize a portfolio.*** There are several steps in developing an optimal project portfolio, including preprocess activities, process activities,

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and post-process activities. The preprocess steps include selecting the methodology to be used for evaluating project opportunities, as well as developing the business strategy that will influence selection choices. Process steps include prescreening, individual project analysis, screening, portfolio selection, and portfolio adjustment. Finally, post-process activities consist of activities related to project development, project evaluation, and portfolio completion.

Key Terms

Analytical Hierarchy Process (AHP) *(p. 88)*
Checklist *(p. 84)*
Discounted cash flow (DCF) method *(p. 94)*
Discounted payback method *(p. 97)*
Efficient frontier *(p. 92)*
Internal rate of return (IRR) *(p. 97)*
Net present value (NPV) method *(p. 95)*
Nonnumeric models *(p.83)*
Numeric models *(p. 82)*
Pairwise comparison approach *(p. 89)*
Payback period *(p. 94)*
Present value of money *(p. 94)*
Profile models *(p. 91)*
Project portfolio *(p. 81)*
Project portfolio management *(p. 101)*
Project screening model *(p. 84)*
Required rate of return (RRR) *(p. 97)*
Risk/return *(p. 91)*
Simplified scoring model *(p. 85)*
Time value of money *(p. 93)*

Solved Problems

3.1 NET PRESENT VALUE

Your firm is trying to decide whether to invest in a new project opportunity based on the following information. The initial cash outlay will total $250,000 over two years. The firm expects to invest $200,000 immediately and the final $50,000 in one year's time. The project is expected to generate a stream of earnings of $50,000, $100,000, $200,000, and $75,000 per year, respectively, starting in Year 2. The required rate of return is 12%, and the expected rate of inflation over the life of the project is forecast to remain steady at 3%. Should [illegible] project?

SOLUTION To answer this question, we need to organize the following data in the form of a table:

Total outflow = $250,000
Total inflow = $400,000
Required rate of return (r) = 12%
Inflation rate (p) = 3%
Discount factor = $1/(1 + r + p)^t$

The result is shown in Table 3.11. Because the discounted revenue stream is positive ($11,725), the project would be a good investment and should be pursued.

3.2 DISCOUNTED PAYBACK

Your firm has the opportunity to invest $75,000 in a new project opportunity but due to cash flow concerns, your boss wants to know when you can pay back the original investment. Using the discounted payback method, you determine that the project should generate inflows of $30,000, $30,000, $25,000, $20,000, and $20,000 respectively for an expected five years after completion of the project. Your firm's required rate of return is 10%.

SOLUTION To answer this question, it is helpful to organize the information into a table. Remember that:

Total outflow = $75,000
Required rate of return = 10%
Discount factor = $1/(1 + 10)^t$

Year	Cash Flow	Discount Factor	Net Inflows
0	[illegible]	1.00	[illegible]
1	[illegible]	[illegible]	[illegible]
2	30,000	.83	24,900
3	25,000	.75	18,750
4	20,000	.68	13,600
5	20,000	.62	12,400

Payback = 3.3 years

3.3 INTERNAL RATE OF RETURN

Suppose that a project required an initial cash investment of $24,000 and was expected to generate inflows of $10,000, $10,000, and $10,000 for the next three years. Further, assume that our company's required rate of return for new projects is 12%. Is this project worth funding? Would it be a good investment if the company's required rate of return were 15%? Use the following figures to determine the answers to these questions:

Cash investment = $24,000
Year 1 inflow = $10,000
- Year 2 inflow = $10,000
- Year 3 inflow = $10,000
- Required rate of return = 12%

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TABLE 3.11 Discounted Cash Flows and NPV (II)

Year	Inflows	Outflows	Net Flow	Discount Factor	NPV
0	$ 0	$200,000	$(200,000)	1.0000	$(200,000)
1	0	50,000	(50,000)	.8696	(43,480)
2	50,000	0	50,000	.7561	37,805
3	100,000	0	100,000	.6575	65,750
4	200,000	0	200,000	.5718	114,360
5	75,000	0	75,000	.4972	37,290
Total					$ 11,725

SOLUTION

Step One: Trying 10%.

Year	Inflows	Discount Factor at 10%	NPV
1	$10,000	.909	$ 9,090
2	10,000	.826	8,260
3	10,000	.751	7,510
Present value of inflows			24,860
Cash investment			−24,000
Difference			$ 860

Decision: Present value difference at 10% is $860, which is too high. Try a higher discount rate.

Step Two: Using 12%.

Year	Inflows	Discount Factor at 12%	NPV
1	$10,000	.893	$ 8,930
2	10,000	.797	7,970
3	10,000	.712	7,120
Present value of inflows			24,020
Cash investment			−24,000
Difference			$ 20

Decision: Present value difference at 12% is $20, which suggests that 12% is a close approximation of the IRR. This project would be a good investment at 12%, but it would not be acceptable if the [illegible]

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Discussion Questions

3.1 If you were to prioritize the criteria for a successful screening model, which criteria would you rank at the top of your priority list? Why?

3.2 What are the benefits and drawbacks of checklists as a method for screening project alternatives?

3.3 How does use of the Analytical Hierarchy Process (AHP) aid in project selection? In particular, what aspects of the screening process does the AHP seem to address and improve directly?

3.4 What are the benefits and drawbacks of the profile model for project screening? Be specific about the problems that may arise in identifying the efficient frontier.

3.5 How are financial models superior to other screening models? How are they inferior?

3.6 How does the options model address the problem of nonrecoverable investment in a project?

3.7 What advantages do you see in the GE Tollgate screening approach? What disadvantages do you see? How would you alter it?

3.8 Why is project portfolio management particularly challenging in the pharmaceutical industry?

3.9 What are the keys to successful project portfolio management?

3.10 What are some of the key difficulties in successfully implementing project portfolio management practices?

Problems

3.11 **Checklist.** Suppose that you are trying to choose which of two IT projects to accept. Your company employs three primary selection criteria for evaluating all IT projects: (1) proven technology, (2) ease of transition, and (3) projected cost savings.

One option, Project Demeter, is evaluated as:

Technology	high
Ease of transition	low
Projected cost savings	high

The second option, Project Cairo, is evaluated as:

Technology	medium
Ease of transition	high
Projected cost savings	high

Construct a table identifying the projects, their evaluative criteria, and ratings. Based on your analysis, which project would you argue in favor of adopting? Why?

3.12 Checklist. For your answer to Problem 3.11, construct an argument as to why this selection process is useful for deciding which project is best. Now, construct a counter-argument to criticize this choice. In other words, are you comfortable presenting this project choice to top management? Why or why not?

3.13 Checklist. Consider the following information in choosing among the four project alternatives below (labeled A, B, C, and D). Each has been assessed according to four criteria:

- Payoff potential
- Lack of risk
- Safety
- Competitive advantage

Project A is rated:			
Payoff potential	high	Safety	high
Lack of risk	low	Competitive advantage	medium
Project B is rated:			
Payoff potential	low	Safety	medium
Lack of risk	medium	Competitive advantage	medium
Project C is rated:			
Payoff potential	medium	Safety	low
Lack of risk	medium	Competitive advantage	low
Project D is rated:			
Payoff potential	high	Safety	medium
Lack of risk	high	Competitive advantage	Medium

Construct a project checklist model for screening these four alternatives. Based on your model, which project is the best choice for selection? Why? Which is the worst? Why?

3.14 Scoring Model. Suppose the information in Problem 3.13 was supplemented by importance weights for each of the four assessment criteria, where 1 = low importance and 4 = high importance:

Assessment Criteria	Importance Weights
1. Payoff potential	4
2. Lack of risk	3
3. Safety	1
4. Competitive advantage	3

Assume, too, that evaluations of *high* receive a score of 3, *medium* 2, and *low* 1. Recreate your project scoring model and reassess the four project choices (A, B, C, and D). Now which project alternative is the best? Why?

3.15 Scoring Model. Now assume that for Problem 3.14, the importance weights are altered as follows:

Assessment Criteria	Importance Weights
1. Payoff potential	1
2. Lack of risk	1
3. Safety	4
4. Competitive advantage	2

How does this new information alter your decision? Which project now looks most attractive? Why?

3.16 Screening Model. Assume that the following criteria relevant to the process of screening various project opportunities are weighted in importance as follows:

- Quality (5)
- Cost (3)
- Speed to market (7)
- Visibility (5)
- Reliability (1)

Our company has four project alternatives that satisfy these key features as follows:

	Alpha	Beta	Gamma	Delta
Quality	1	3	3	5
Cost	7	7	5	3
Speed	5	5	3	5
Visibility	3	1	5	1
Reliability	5	5	7	7

Construct a project screening matrix to identify among these four projects the most likely candidate to be implemented.

3.17 Screening Model. Assume that the following criteria relevant to the process of screening various construction project opportunities are weighted in importance as follows:

- Safety (10)
- Speed to completion (5)
- Sustainable development (4)
- Infrastructure modifications (3)
- Traffic congestion (5)
- Cost (8)

Our company has four project alternatives that satisfy these key features as follows:

	Midtown	Uptown	Downtown	Suburb
Safety	6	5	3	8
Speed	3	4	2	5
Sustainable	7	7	5	4
Infrastructure	4	5	4	1
Traffic	2	4	1	8
Cost	5	5	3	6

Construct a project screening matrix to identify among these four projects the most likely candidate to be implemented.

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3.18 Profile Model. Assume the project profile model shown in Figure 3.11. Define the efficient frontier. The dotted lines represent the minimum return and the maximum risk that the company will accept. Which projects would be suitable for retaining and which should be dropped from the company's portfolio? Why?

3.19 Profile Model. Using the information from the profile model in Problem 3.18, construct an argument as to why project B is preferable to project C.

3.20 Discounted Payback. Your company is seriously considering investing in a new project opportunity, but cash flow is tight. Top management is concerned about how long it will take for this new project to pay back the initial investment of $50,000. You have determined that the project should generate inflows of $30,000, $30,000, $40,000, $25,000, and $15,000 for the next five years. Your firm's required rate of return is 15%. How long will it take to pay back the initial investment?

3.21 Discounted Payback. Your company is considering a high-risk project that could yield strong revenues but will involve a significant up-front investment. Because of this risk, top management is naturally concerned about how long it is likely to take to pay off that investment so that they can begin to realize profits. This project will require an investment of $200,000 and your five-year projection for inflows is: Year 1 = $50,000, Year 2 = $75,000, Year 3 = $125,000, Year 4 = $200,000, and Year 5 = $250,000. Your firm's required rate of return is 18%. How long will it take to pay back your initial investment?

3.22 Suppose for the previous Problem 3.21, that your firm has decided to raise their required rate of return to 20%. How long will it take to pay back your initial investment now?

3.23 Suppose for the previous Problem 3.21, that your CEO is only willing to wait [illegible] for projects to pay back. Using that as the required rate of return of 15%, what would you tell him about this project opportunity?

3.24 Net Present Value. Assume that your firm wants to choose between the following projects:

- Project A: $500,000 invested today will yield an expected income stream of $150,000 per year for five years, starting in Year 1.
- Project B: an initial investment of $400,000 is expected to produce this revenue stream: Year 1 = 0, Year 2 = $50,000, Year 3 = $200,000, Year 4 = $300,000, and Year 5 = $200,000.

Assume that a required rate of return for your company is 10% and that inflation is expected to remain steady at 3% for the life of the project. Which is the better investment? Why?

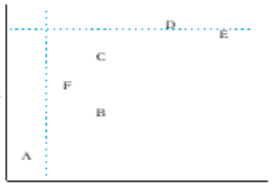


FIGURE 3.11 Project Profile Model (Problem 3.18)

3.25 Net Present Value. Your vice president of Management Information Systems informs you that she has researched the possibility of automating your organization's order-entry system. She has projected that the new system will reduce labor costs by $35,000 each year over the next five years. The purchase price (including installation and testing) of the new system is $125,000. What is the net present value of this investment if the discount rate is 10% per year?

3.26 Net Present Value. [illegible] projects [illegible] alternatives. The required rate of return on projects is 20%, and inflation is projected to remain at 3% into the foreseeable future. The [illegible] information about each alternative. [illegible] the following projects [illegible] which project should be the firm's highest priority? What if the company could invest in more than one project, indicate the order in which it should prioritize these project alternatives.

Project Carol	Year	Investment	Revenue Streams
	0	$ 500,000	$ 0
	1		50,000
	2		250,000
	3		350,000
Project George	**Year**	**Investment**	**Revenue Streams**
	0	$ 250,000	$ 0
	1		75,000
	2		75,000
	3		75,000
	4		50,000

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Project Thomas	Year	Investment	Revenue Streams
	0	$1,000,000	$ 0
	1		200,000
	2		200,000
	3		200,000
	4		200,000
	5		200,000
	6		200,000
Project Anna	**Year**	**Investment**	**Revenue Streams**
	0	$ 75,000	$ 0
	1		15,000
	2		25,000
	3		50,000
	4		50,000
	5		150,000

3.27 Portfolio Management. Crown Corporation is interested in expanding its project portfolio. This firm, which specializes in water conservation and land reclamation projects, anticipates a huge increase in the demand for home fuel cells as an alternative to current methods of energy generation and usage. Although fuel-cell projects involve different technologies than those in which Crown currently specializes, the profit potential is very large. Develop a list of [illegible] Crown's [illegible] do the risks outweigh the advantages from such a move? Justify your answer.

3.28 Project Screening. Assume you are the IT manager for [illegible] bombarded with requests for new projects, including system upgrades, support services, automated record keeping, billing, and so forth. With an average of 50 software and hardware support projects going on at any time, you have decided that you must create a system for screening new project requests from the various departments within the health care system. Develop a project selection and screening system like GE's Tollgate process. What elements would you [illegible] should "gates" be installed? How might a tollgate system for a software development company differ from one used by an architectural firm specializing in the development of commercial office [illegible]

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CASE STUDY 3.1

Keflavik Paper Company

In recent years, Keflavik Paper Company has been having problems with its project management process. Several commercial projects, for example, have come in late and well over budget, and product performance has been inconsistent. A comprehensive analysis of the process has traced many of the problems back to faulty project selection methods.

Keflavik is a medium-sized corporation that manufactures a variety of paper products, including specialty papers and the coated papers used in the photography and printing industries. Despite cyclical downturns due to general economic conditions, the firm's annual sales have grown steadily, though slowly. About five years ago, Keflavik embarked on a project-based approach to new product opportunities. The goal was to improve profitability and generate additional sales volume by developing new commercial products quickly, with better targeting to specific customer needs. The results so far have not been encouraging. The company's project development record is spotty. Some projects have been delivered on time, but others have been late; budgets have been routinely overrun; and product performance has been inconsistent, with some projects yielding good returns and others losing money.

(Continued)

Top management hired a consultant to analyze the firm's processes and determine the most efficient way to fix its project management procedures. The consultant attributed the main problems not to the project management processes themselves, but to the manner in which projects are added to the company's portfolio. The primary mechanism for new project selection focused almost exclusively on discounted cash flow models, such as net present value analysis. Essentially, if a project promised profitable revenue streams, it was approved by top management.

One result of this practice was the development of a "family" of projects that were often almost completely unrelated. No one, it seems, ever asked whether projects that were added to the portfolio fit with other ongoing projects. Keflavik attempted to expand into coated papers, photographic products, shipping and packaging materials, and other lines that strayed far from the firm's original niche. New projects were rarely measured against the firm's strategic mission, and little effort was made to evaluate them according to its technical resources. Some new projects, for example, failed to fit because they required significant organizational learning and new technical expertise and training (all of which was expensive and time-consuming). The result was a portfolio of diverse, mismatched projects that was difficult to manage.

Further, the diverse nature of the new product line and development processes decreased organizational learning. [illegible] it impossible for Keflavik's project managers to build [illegible] next. The hodgepodge of projects also made it difficult for managers to apply lessons learned from one project to the next. Because the skills required on one project rarely [illegible] project teams [illegible] relearn processes whenever they moved to a new project.

The consultant suggested that Keflavik rethink its project selection and screening processes. To lend some coherence to its portfolio, the firm needed to include alternative screening mechanisms. All new projects, for instance, had to be evaluated in terms of the company's strategic goals and were required to demonstrate complementarity with its current portfolio. He further recommended that to match project managers with the types of projects that the company was increasingly undertaking, it should analyze their current skill sets. Although Keflavik has begun implementing these and other recommendations, progress so far has been slow. In particular, top managers have found it hard to reject opportunities that offer positive cash flow. They have also had to relearn the importance of project prioritization. Nevertheless, a new prioritization scheme is in place, and it seems to be improving both the selection of new project opportunities and the company's ability to manage projects once they are funded.

Questions

1. Keflavik Paper presents a good example of the dangers of excessive reliance on one screening technique (in this case, discounted cash flow). How might excessive or exclusive reliance on other screening methods discussed in this chapter lead to similar problems?
2. Assume that you are responsible for maintaining Keflavik's project portfolio. [illegible] criteria that should be used in evaluating all new projects before they are added to the current portfolio.
3. What does this case demonstrate about the [illegible] project selection [illegible] firm's ability to manage its projects effectively?

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CASE STUDY 3.2

Project Selection at Nova Western, Inc.

Phyllis Henry, vice president of new product development, sat at her desk trying to make sense of the latest new project proposals she had just received from her staff. Nova Western, Inc., a large developer of business software and application programs, had been experiencing a downturn in operating revenues over the past three quarters. The senior management team was feeling pressure from the board of directors to take steps to correct this downward drift in revenues and profitability. The consensus opinion was that Nova Western needed some new product ideas, and fast.

The report Phyllis was reading contained the results of a project screening conducted by two independent groups within the new product development department. After several weeks of analysis, it appeared that two top contenders had emerged as the optimal new project opportunities. One project, code-named Janus, was championed by the head of software development. The other project idea, Gemini, had the support of the business applications organization. Phyllis's original charge to her staff was to prepare an evaluation of both projects to decide which one Nova Western should

support. Because of budget restrictions, there was no way that both projects could be funded.

The first evaluation team used a scoring model, based on the key strategic categories at Nova Western, to evaluate the two projects. The categories they employed were: (1) strategic fit, (2) probability of technical success, (3) financial risk, (4) potential profit, and (5) strategic leverage (ability of the project to employ and enhance company resources and technical capabilities). Using these categories, the team evaluated the two projects as shown here. Scores were based on: 1 = low, 2 = medium, and 3 = high.

Project Janus

Category	Importance	Score	Weighted Score
1. Strategic fit	3	2	6
2. Probability of technical success	2	2	4
3. Financial risk	2	1	2
4. Potential profit	3	3	9
5. Strategic leverage	1	1	1
			Score = 22

Project Gemini

Category	Importance	Score	Weighted Score
1. Strategic fit	3	3	9
2. Probability of technical success	2	2	4
3. Financial risk	2	2	4
4. Potential profit	3	3	9
5. Strategic leverage	1	2	2
			Score = 28

The results obtained by this first team suggested that Project Gemini would the best choice for the next new project.

The second team of evaluators presented an NPV analysis of the two projects to Phyllis. In that analysis, the evaluators assumed a required rate of return of 15% and an anticipated inflation rate of 3% over the life of the project. The findings of this team were as follows:

Project Janus

Initial investment = $250,000
Life of the project = 5 years
Anticipated stream of future cash flows:
Year 1 = $50,000
Year 2 = 100,000
Year 3 = 100,000
Year 4 = 200,000
Year 5 = 75,000
Calculated NPV = $ 60,995

Project Gemini

Initial investment = $400,000
Life of the project = 3 years
Anticipated stream of future cash flows:
Year 1 = $ 75,000
Year 2 = 250,000
Year 3 = 300,000
Calculated NPV = $ 25,695

Thus, according to this analysis, Project Janus would be the project of choice.

The analyses of the two projects by different means yielded different findings. The scoring model indicated that Project Gemini was the better alternative, but the [illegible] presenting [illegible] Project Janus. Phyllis, who was due to present her recommendation to the top management team in the afternoon, [illegible] which [illegible] [illegible] [illegible]

Internet Exercises

3.29 Go to the Web sites for the following organizations:

a. Merck & Company Pharmaceuticals: www.merck.com/about002F
b. Boeing Corporation: http://www.boeing.com/boeing/companyoffices/aboutus/index.page
c. Rolls-Royce, Plc.: www.rolls-royce.com
d. ExxonMobil, Inc.: www.exxonmobil.com/Corporate/about.aspx

Based on your review of the companies, posted missions and strategic goals, what types of projects would you expect them to pursue? If you worked for one of these firms and sought to maintain strategic alignment with their project portfolio, what project options would you suggest?

3.30 Access the Web site https://teamblue.unicomsi.com/products/focal-point/?cm_mc_uid=81532039561714873469682&cm_mc_sid_50200000=1487346968. What is IBM's philosophy regarding project portfolio management as demonstrated by this software product? What do they mean by stating that their goal is to help clients overcome the influence of the loudest voice in the room and use objective information to support decision making?

Notes

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4

Leadership and the Project Manager

Chapter Objectives

After completing this chapter, you should be able to:

- **4.1** Understand how project management is a "leader-intensive" profession.
- **4.2** Distinguish between the role of a manager and the characteristics of a leader.
- **4.3** Understand the key behaviors in which project leaders engage to support their projects.
- **4.4** Recognize traits that are strongly linked to effective project leadership.
- **4.5** Identify the key roles project champions play in project success.
- **4.6** Recognize the principles that typify the new project leadership.
- **4.7** Understand the development of project management professionalism in the discipline.
- **4.8** Recognize the important role ethics plays for successful project leadership.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER

1. Responsibilities and Competencies of the Project Manager (PMBoK sec. 1.7.1)
2. Interpersonal Skills of the Project Manager (PMBoK sec. 1.7.2)
3. Manage Project Team (PMBoK sec. 9.3)
4. Project Communications Management (PMBoK sec. 10)
5. Manage Stakeholder Engagement (PMBoK sec. 13.3)

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PROJECT PROFILE

NASA Taps a Leader with the Right Stuff to Run Their Mars 2020 Project

In the fall of 2014 NASA announced the appointment of Jim Watzin as program director for its Mars Exploration Program in Washington, the space agency said in a Nov. 21 press release. Watzin will manage NASA's roughly $500-million-a-year Mars portfolio. The goals of the program are to develop the next generation of Mars exploration equipment and launch a mission to replace the aging satellite currently orbiting the planet. With a hands-on background in systems engineering, Watzin has led multiple flight projects and program offices, serving as the NASA program manager for several programs that included Living with a Star, Solar Terrestrial Probes, and Robotic Lunar Exploration.

NASA is excited about the leadership that Watzin brings to his assignment. In addition to his extensive experience with NASA, a solid technical background, and good leadership abilities, Watzin is also a thoughtful manager who recognizes the "soft" skills needed to do his job correctly. "Jim brings the right leadership at the right time to the Mars program," said Jim Green, Acting Mars Director and the person Watzin is replacing. "His experience and creativity will be instrumental in making the Mars 2020 rover a reality, guiding the success of the missions leading up to it, and bridging the gap from science to the future human exploration of the Red Planet. We're excited to have him join us."

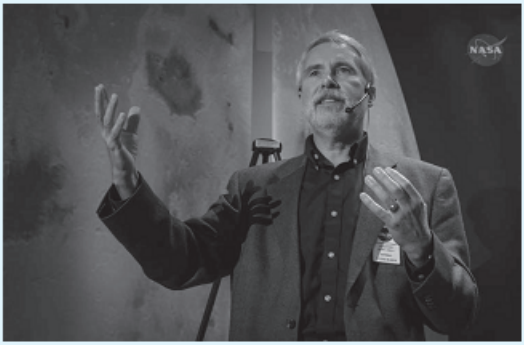


FIGURE 4.1 Jim Watzin, Program Director for NASA's Mars Exploration Program
Source: NG Images/Alamy Stock Photo

Watzin graduated from the University of South Carolina in 1978 with a bachelor's degree in mechanical engineering. In 1980, he earned a master's degree in aerospace dynamics and control from Purdue University in West Lafayette, Indiana. He joined NASA's Goddard Space Flight Center in Greenbelt, Maryland in 1980, where he began a career focused largely on challenging, paradigm-shifting space exploration programs.

"Jim has a demonstrated track record of successfully leading innovative, cost-constrained and schedule-driven scientific space mission developments," said Green.

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[illegible] Watzin notes that successful project leaders [illegible] enabling [illegible] that [illegible] be managed to certain approaches, 3) technical practices that support project development, and 4) institutional management characteristics that maintain and foster an environment where projects can thrive. Bringing together a diverse group of engineers, scientists, and administrative support personnel can be especially difficult and requires a mix of direct leadership, [illegible] willingness to know when to [illegible] leadership perspectives. Establishing principles are critical. For example, he cites some guidelines that have supported his leadership style, including:

1. True empowerment of the team – organizations must relinquish control to the project teams they have chosen. Micromanagement is fatal to project success.
2. Freedom to innovate – project teams must be encouraged to find different and new ways to complete their work.
3. Clear accountability for project success – the team must be aware that "the buck stops here" when analyzing decision authority and responsibility.
4. Acceptance of reasonable risk – no project is risk-free and teams need to recognize the difference between appropriate risk-taking and recklessness.
5. Requirements flexibility – it is important not to over-design or over-specify project parameters. Give the team some freedom to explore and influence the final project's features.
6. Hard cost caps – Watzin notes that engineers will design, design, and design, as long as they are given the freedom. There needs to be a point at which modification stops and the work starts. Do not make perfect the enemy of good.

Watzin has supported his principles by reinforcing the importance of project team communication. In fact, when asked to comment on a different NASA project—the Wide-Field Infrared Explorer (WIRE)—that failed, he immediately identified the source of the problem. "WIRE failed because people would not or could not communicate with each other . . . Individuals . . . simply were uncomfortable allowing others to see their work." He added, "The real [lesson] from this loss is that any team member that does not participate as a true team player should be excused [from the project]."

Watzin is excited about the opportunities his current job affords, leading some of the most important teams at NASA. "The Mars Exploration Program is one of the most exciting initiatives at NASA," said Watzin. "I'm looking forward to the challenge and thrilled to have the opportunity to help set the stage for the next decade of exploration."[1]

Introduction: Successful Projects Need Leaders

LO 4.1 Understand how project management is a "leader-intensive" profession.

Leadership is often recognized by its accomplishments. After cofounding Apple in 1976, Steven Jobs served as both a visible spokesperson for the corporation for many years and as the guiding hand behind many of its most significant product developments. Starting with his work in developing many of the technical and crowd-pleasing features of the Macintosh computer in 1984, Jobs always made his presence felt, often to the discomfort of other members of the organization who found his leadership style abrasive and demanding. In fact, less than two years after the success of the Macintosh, Jobs was fired from the company he started. His return as an older and wiser executive a decade later sparked a resurgence in a company that was nearly bankrupt, devoid of new ideas, and without a strong sense of strategic direction. At the time of his return, Apple's market capitalization was $3 billion. However, over the following 15 years (until his death in 2011), Jobs spearheaded some of the most innovative new electronic consumer products ever conceived, revaluing the firm at over $350 billion. His impact on iconic products such as the iPhone, iPad, and iPod left him with a reputation as a visionary technology leader and helped make Apple one of the most profitable and valuable corporations in the world.

The situation Jeff Immelt faced as CEO of General Electric was very different. Taking over for the charismatic and highly successful Jack Welch, Immelt inherited a company that was quite literally the face of American business, phenomenally successful, and perhaps the most valued brand in the world. Immelt set about recasting the corporation to match his own vision. By most accounts, his record has been mixed. Stock prices have been sluggish and several acquisitions did not pan out and had to be resold (notably, GE's purchase of NBC Universal). On the other hand, he has been quick to lead the firm's recovery from the Great Recession of 2009 and has been instrumental in rebuilding the company's reputation as one of the most admired firms in the world. In an effort to simplify the business and return it to its core strengths, in 2015 Immelt made the bold decision to divest the firm of GE Capital, its financing arm, which controlled assets of nearly $500 billion. Coupled with his leadership of President Obama's Council on Jobs and [illegible] debate recently [illegible] By his own account, his tenure at GE has been challenging and demanding, but as he handed over the leadership of the company to his successor John Flannery in 2017, he was proud of the fact that he left the firm on solid footing.

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[illegible] is a difficult topic to [illegible] we have a [illegible] simply, our own examples of leaders in action, and our own beliefs about what makes leaders work. The topic of leadership has generated more than 30,000 articles and thousands of books. Although there are many definitions of leadership, one useful definition that we will employ in this chapter is that **leadership** is the ability to inspire confidence and support among the people who are needed to achieve organizational goals.[2] For the project manager, leadership is the process by which she influences the project team to get the job done!

True leadership from the project manager has been shown time and again to be one of the most important characteristics in successful project management. The impact of good leadership is felt within the team and has an effect on other functional managers and important project stakeholders.[3] In fact, project management has been viewed as one of the most leader-intensive undertakings within an organization.[4]

Leaders Versus Managers

LO 4.2 Distinguish between the role of a manager and the characteristics of a leader.

Most leaders are quick to reject the idea that they were, by themselves, responsible for the successes attained or the important changes undertaken within their organizations. For them, leadership involves an awareness of a partnership, an active collaboration between the leader and the team. In project management, successful team leaders are often those who were best able to create the

partnership attitude between themselves and their teams. As Peter Block[5] notes, the idea of leadership as a partnership is critical to project management because it highlights the important manner in which all leaders are ultimately dependent on their teams to achieve project goals. Four things are necessary to promote the partnership idea between the project manager and the team:

1. ***Exchange of purpose.*** Partnerships require that every worker be responsible for defining the project's vision and goals. A steady dialogue between the project manager and team members can create a consistent and widely shared vision.
2. ***A right to say no.*** It is critical that all members of the project team feel they have the ability to disagree and to offer contrary positions. Supporting people's right to voice their disagreements is a cornerstone of partnership. Losing arguments is acceptable; losing the right to disagree is not.
3. ***Joint accountability.*** In a partnership, each member of the project team is responsible for the project's outcomes and the current situation, whether it is positive or shows evidence of problems. The project is shared among multiple participants and the results of the project are also shared.
4. ***Absolute honesty.*** Partnerships demand authenticity. An authentic atmosphere promotes straightforwardness and honesty among all participants. Because we respect each team member's role on the project, we make an implicit pact that all information, both good and bad, becomes community information. Just as honesty is a cornerstone of successful marriages, it is critical in project team relationships.

Leadership is distinguishable from other management roles in several ways. A manager is an individual who has received a title within the organization that permits her to plan, organize, direct, and control the behavior of others within her department or area of oversight. Although leadership may be part of the manager's job, the other management roles are more administrative in nature. Leadership, on the other hand, is less about administration and more about interpersonal relationships. Leadership involves inspiring, motivating, influencing, and changing behaviors of others in pursuit of a common goal. Leaders embrace change; managers support the status quo. Leaders aim for effectiveness; managers aim for efficiency. Figure 4.2 illustrates some of the distinctions between typical management behaviors and the kinds of processes with which leaders are engaged. Although [illegible] important for managers to recognize the nonstandard, interpersonal nature of leadership. However, this is *not* to say that leadership is merely an innate characteristic that some of us have and others do not. Most [illegible] and common experience seem to indicate that leadership behaviors can be taught. That [illegible] quite relevant for project managers.

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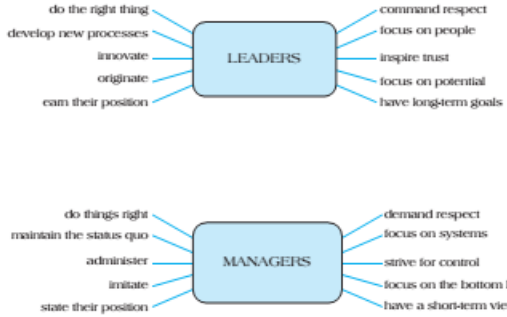


FIGURE 4.2 Differences Between Managers and Leaders

Although we will use the term *project manager* throughout the chapter, we do so only because it has become the common designation for the head or leader of a project team. A much better description would be "project leader." Successful project managers are successful project leaders.

This chapter will examine both the general concept of organizational leadership and the special conditions under which project managers are expected to operate. What is it about projects that make them a unique challenge to manage? Why is leadership such an integral role in successful project management? The more we can understand the dynamics of this concept, the better able we will be to effectively manage our implementation projects and train a future generation of managers in the tasks and skills required for them to perform their jobs.

How the Project Manager Leads

LO 4.3 Understand the key behaviors in which project leaders engage to support their projects.

The wide range of duties that a project manager is expected to take on covers everything from direct supervision to indirect influence, from managing "hard" technical details to controlling "soft" people issues, from developing detailed project plans and budgets to adjudicating team member quarrels and smoothing stakeholder concerns. In short, the project manager's job encapsulates, in many ways, the role of a mini-CEO: someone who is expected to manage holistically, focusing on the complete project management process from start to finish. In this section, we will examine a variety of the duties and roles that project managers must take on as they work to successfully manage their projects.

ACQUIRING PROJECT RESOURCES

Project resources refer to all personnel and material resources necessary to successfully accomplish project objectives. Many projects are underfunded in the concept stage. The lack of resource support can be due to several factors, including:

1. ***The project's goals are deliberately vague.*** Sometimes a project is kicked off with its overall goals still somewhat fluid. Perhaps the project is a pure research effort in a laboratory or an [illegible] technology project. Rather than [illegible] new [illegible] design [illegible] specified. Under circumstances such as these, companies [illegible] project with a deliberately "fuzzy" mandate, to allow the project team maximum flexibility.
2. ***The project lacks a top management sponsor.*** As we will learn, having a project champion in the top management of the organization can be very helpful to project development, particularly in gaining support for the project with sufficient resources. On the other hand, when no powerful sponsor emerges for the project, it may face underfunding compared to other projects competing for scarce company resources.
3. ***The project requirements were deliberately understated.*** It is not uncommon for project resource needs to be purposely understated at the outset to get them accepted by the organization. Contractors bidding on work for governmental agencies are known to sometimes underbid to win these jobs and then renegotiate contracts after the fact or find other ways to increase profit margins later.
4. ***So many projects may be under development that there is simply not enough money to go around.*** A common reason for lack of resource support for a project is that the company is constantly developing so many projects that it cannot fund all of them adequately. Instead, the company adopts a "take it or leave it" attitude, presenting project managers with the option of either accepting insufficient funding or receiving none at all.
5. ***An attitude of distrust between top management and project managers.*** Sometimes projects receive low funding because top management is convinced that project managers are deliberately padding their estimates to gain excessive funding.

Regardless of the reasons for the lack of project resources, there is no doubt that many projects face extremely tight budgets and inadequate human resources.

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Project managers, however, do have some options open to them as they seek to supplement their project's resource support. If the resource problem is a personnel issue, they may seek alternative avenues to solve the difficulty. For example, suppose that you were the project manager for an upgrade to an existing software package your company uses to control materials flow and warehousing in manufacturing. If trained programmers were simply unavailable to work on your upgrade project, you might seek to hire temporary contract employees. People with specialized skills such as programming can often be acquired on a short-term basis to fill gaps in the availability of in-house personnel to do these assignments. The key point to remember is that recognizing and responding to resource needs is a critical function of project leadership.

Another common tactic project managers use in the face of resource shortfalls is to rely on negotiation or political tactics to influence top management to provide additional support. Because resources must often be negotiated with top management, clearly the ability to successfully negotiate and apply influence where the project manager has no direct authority is a critical skill. Again, leadership is best demonstrated by the skills a project manager uses to maintain the viability of the project, whether dealing with top management, clients, the project team, or other significant stakeholders.

MOTIVATING AND BUILDING TEAMS

The process of molding a diverse group of functional experts into a cohesive and collaborative team is not a challenge to be undertaken lightly. Team building and motivation present enormously complex hurdles, and dealing comfortably with human processes is not part of every manager's background. For example, it is very common within engineering or other technical jobs for successful employees to be promoted to project manager. Often, they quickly become adept at dealing with the technical challenges of project management, but have a difficult time understanding and mastering the human challenges. Their background, training, education, and experiences have prepared them well for technical problems, but have neglected the equally critical behavioral elements in successful project management.

In considering how to motivate individuals on our project teams, it is important to recognize that **motivation** ultimately comes from within each of us; it cannot be stimulated solely by an external force. [illegible] opportunities for advancement, [illegible] for rewards, we all come motivated to do the work we have been assigned. Does that imply that motivation is therefore outside of the influence of project managers? Yes and no. Yes, because motivation is an individual decision: we [illegible] motivated. [illegible] do anything but we can make them wish they had done it. Underlying motivation is typically something that team members desire, whether it comes from a challenging work assignment, opportunity for recognition and advancement, or simply the desire to stay out of trouble. Successful project managers must recognize that one vital element in their job description is the ability to recognize talent, recruit it to the project team, mold a team of interactive and collaborative workers, and apply motivational techniques as necessary.

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HAVING A VISION AND FIGHTING FIRES

Successful project managers must operate on boundaries. The boundary dividing technical and behavioral problems is one example, and project managers need to be comfortable with both tasks. Another boundary is the distinction between being a strategic visionary and a day-to-day firefighter. Project managers work with conceptual plans, develop the project scope in line with organizational directives, and understand how their project is expected to fit into the company's project portfolio. In addition, they are expected to keep their eyes firmly fixed on the ultimate prize: the completed project. In short, project managers must be able to think strategically and to consider the big picture for their projects. At the same time, however, crises and other project challenges that occur on a daily basis usually require project managers to make immediate, tactical decisions, to solve current problems, and to be detail-oriented. Leaders are able to make the often daily transition from keeping an eye on the big picture to dealing with immediate, smaller problems that occur on a fairly regular basis.

One executive in a project organization highlighted this distinction very well. He stated, "We seek people who can see the forest for the trees but at the same time, are intimately familiar with

the species of each variety of tree we grow. If one of those trees is sick, they have to know the best formula to fix it quickly." His point was that a visionary who adopts an exclusively strategic view of the project will discover that he cannot deal with the day-to-day "fires" that keep cropping up. At the same time, someone who is too exclusively focused on dealing with the daily challenges may lose the ultimate perspective and forget the overall picture or the goals that define the project. The balance between strategic vision and firefighting represents a key boundary that successful project managers must become comfortable occupying.

COMMUNICATING

Former president Barack Obama was widely admired for his communication skills. He displayed a seemingly natural and fluent ability to project his views clearly, to identify with his audience and shape his messages accordingly, and to not waver or contradict his basic themes. Project managers require the same facility of communication. In Chapter 2, we examined the role of stakeholder management in successful projects. These stakeholders can have a tremendous impact on the likelihood that a project will succeed or fail; consequently, it is absolutely critical to maintain strong contacts with all stakeholders throughout the project's development. There is a common saying in project management regarding the importance of communication with your company's top management: "If they know nothing of what you are doing, they assume you are doing nothing." The message is clear: we must take serious steps to identify relevant stakeholders and establish and maintain communications with them, not sporadically but continually, throughout the project's development.

Negotiating is another crucial form of communicating. We will discuss the process of negotiation in detail in Chapter 6, however it is important to recognize that project leaders must become adept at negotiating with a wide variety of stakeholders. Leaders negotiate with clients over critical project specifications (for example, a builder may negotiate with house buyers over the number of windows or the type of flooring that will be laid in the kitchen), they negotiate with key organizational members, such as department heads, for resources or budget money, and they negotiate with suppliers for prices and delivery dates for materials. In fact, the total number of ways in which project leaders routinely engage in negotiation is difficult to count. They understand that within many organizations, their authority and power to impose their will automatically is limited. As a result [illegible] negotiating [illegible] necessary [illegible] communicating in [illegible] ways [illegible].

Communicating also serves other valuable purposes. Project managers have been described as "mini billboards," the most visible evidence of the status of their project. The ways in which project managers communicate, the messages they send (intentional or unintentional), and the [illegible] discuss the [illegible] powerful signals to other [illegible] stakeholders about the project. Whether through developing good meeting and presentation skills, a facility for writing and speaking, or through informal networking, project managers must recognize the importance of communication and become adept at it.

One of the most critical means by which project managers can communicate is through their ability to run productive meetings. Meeting skills are important because project managers spend a large amount of time in meetings—meetings with team members, top management, clients, and other critical project stakeholders. Meetings serve several purposes for the project team, including:[6]

1. They define the project and the major team players.
2. They provide an opportunity to revise, update, and add to all participants' knowledge base, including facts, perceptions, experience, judgments, and other information pertinent to the project.
3. They assist team members in understanding how their individual efforts fit into the overall whole of the project as well as how they can each contribute to project success.
4. They help all stakeholders increase their commitment to the project through participation in the management process.
5. They provide a collective opportunity to discuss the project and decide on individual work assignments.
6. They provide visibility for the project manager's role in managing the project.

As a result of the wide variety of uses meetings serve, the ability of project managers to become adept at running them in an efficient and productive manner is critical. Meetings are a key method

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for communicating project status, collectivizing the contributions of individual team members, developing a sense of unity and esprit de corps, and keeping all important project stakeholders up-to-date concerning the project status.[7]

Two forms of leadership behaviors are critical for effectively running project meetings. The first type of behavior is *task-oriented;* that is, it is intended to emphasize behaviors that contribute to completing project assignments, planning and scheduling activities and resources, and providing the necessary support and technical assistance. Task-oriented behavior seeks to get the job done. At the same time, effective project leaders are also concerned about *group maintenance* behavior. Group maintenance suggests that a project manager cannot act at the expense of concern for the team. Group maintenance behavior consists of supportive activities, including showing confidence and trust, acting friendly and supportive, working with subordinates to understand their problems, and recognizing their accomplishments. Group maintenance behavior increases cohesiveness, trust, and commitment, and it satisfies all team members' needs for recognition and acceptance.

Table 4.1 identifies some of the critical task and group maintenance behaviors that occur in productive project meetings. Among the important task-oriented behaviors are structuring the flow of discussion to ensure that a proper meeting agenda is followed, stimulating conversation among all meeting participants, clarifying and summarizing decisions and perceptions, and testing consensus to identify points of agreement and discord. The project manager is the key to achieving effective task behaviors, particularly through a clear sense of timing and pacing.[9] For example, pushing for consensus too quickly or stifling conversation and the free flow of ideas will be detrimental to the development of the project team and the outcomes of meetings. Likewise, continually stimulating conversation even after agreement has been achieved only serves to prolong a meeting past the point where it is productive.

Among the group maintenance behaviors that effective project leaders need to consider in running meetings are gatekeeping to ensure equal participation, harmonizing to reduce tension and promote team development, supporting by encouraging an exchange of views, regulating behavior through setting standards, and identifying and resolving any process problems that cause meeting participants to feel uncomfortable, hurried, or defensive. Group maintenance behaviors are just as critical as those related to task and must be addressed as part of a successful meeting strategy. Taken together, these behaviors help project managers achieve the project management benefit from meetings, which are so critical for project communication and form a constant demand on the project manager's time.

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TABLE 4.1 Task and Group Maintenance Behaviors for Project Meetings[8]

Task-Oriented Behavior	Specific Outcome
1. Structuring process	Guide and sequence discussion
2. Stimulating communication	Increase information exchange
3. Clarifying communication	Increase comprehension
4. Summarizing	Check on understanding and assess progress
5. Testing consensus	Check on agreement
Group Maintenance Behavior	**Specific Outcome**
1. Gatekeeping	Increase and equalize participation
2. Harmonizing	Reduce tension and hostility
3. Supporting	Prevent withdrawal, encourage exchange
4. Setting standards	Regulate behavior
5. Analyzing process	Discover and resolve process problems

Source: Gary A. Yukl. *Leadership in Organizations,* 5th ed., p. 329. Copyright © 2002. Adapted by permission of Pearson Education, Inc., Upper Saddle River, NJ.

TABLE 4.2 Characteristics of Project Managers Who Lead

Rank	Characteristics of an Effective Project Manager
1	Leads by example
2	Visionary
3	Technically competent
4	Decisive
5	A good communicator
6	A good motivator
7	Stands up to top management when necessary
8	Supports team members
9	Encourages new ideas

Although running productive meetings is a critical skill for project leaders, they also need to recognize that face-to-face opportunities to communicate are not always possible. In situations where team members are geographically dispersed or heavily committed to other activities, finding regular times for progress meetings can be difficult. As we will discuss in Chapter 6 on virtual teams, modern international business often requires that meetings be conducted virtually, through platforms such as Skype or Adobe Connect. These electronic media and new technologies have shifted the way many business communications are handled. Project leaders must possess the ability to handle modern electronic forms of communication, including e-mail, Twitter, and Facebook social networking sites, as well as emerging methods for online communication. For example, it is becoming common for project leaders to set up social networking or group collaboration sites for their projects, including project team Facebook accounts, Twitter feeds, Google docs, and Yammer collaboration spaces. These sites can create an atmosphere of teamwork and help promote networking, while also maximizing the ways in which project leaders can communicate with members of [illegible] stakeholders. Although face-to-face meetings remain one of the most effective methods for leaders to effectively communicate with their subordinates and other stakeholders, *it is not a requirement that their meetings have to be face-to-face to be effective.*

Table 4.2 paints a portrait of the value project leaders place on project success by ranking the most important characteristics of effective project managers in order of importance. The data are based on a study of successful American project managers as perceived by project team members.[10] Note that the most important is the willingness of the project manager to lead by example, to highlight the project's goals, and to first commit to the challenge before calling upon other team members to make a similar commitment.

Equally interesting are findings related to the reasons why a project manager might be viewed as ineffective. These reasons include both personal quality flaws and organizational factors. Table 4.3 lists the most important personal flaws and the organizational factors that render a project manager ineffective. These factors are rank-ordered according to the percentage of respondents who identified them.

TABLE 4.3 Characteristics of Project Managers Who Are Not Leaders

Personal Flaws	Percentage	Organizational Factors	Percentage
Sets bad example	26.3%	Lack of top management support	31.5%
Not self-assured	23.7	Resistance to change	18.4
Lacks technical expertise	19.7	Inconsistent reward system	13.2
Poor communicator	11.8	A reactive organization rather than a proactive, planning one	9.2
Poor motivator	6.6	Lack of resources	7.9

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BOX 4.1

Project Management Research in Brief

Leadership and Emotional Intelligence

An interesting perspective on leadership has emerged in recent years as greater levels of research have examined the traits and abilities associated with effective project leadership. While characteristics such as technical skill, analytical ability, and intelligence are all considered important traits in project managers, an additional concept, the idea of emotional intelligence, has been suggested as a more meaningful measure of leadership effectiveness. *Emotional intelligence* refers to leaders' ability to understand that effective leadership is part of the emotional and relational transaction between subordinates and themselves. There are five elements that characterize emotional intelligence: (1) self-awareness, (2) self-regulation, (3) motivation, (4) empathy, and (5) social skill. With these traits, a project manager can develop the kind of direct, supportive relationships with the project team members that are critical to creating and guiding an effective team.

Self-Awareness. Self-awareness implies having a deep understanding of one's own strengths and weaknesses, ego needs, drives, and motives. To be self-aware means to have a clear perspective of one's self; it does not mean to be excessively self-centered or self-involved. When I am self-aware, I am capable of interacting better with others because I understand how my feelings and attitudes are affecting my behavior.

Self-Regulation. A key ability in successful leaders is their willingness to keep themselves under control. One way each of us practices self-control is our ability to think before we act—in effect, to suspend judgment. Effective leaders are those individuals who have developed **self-regulation**; that is, the ability to reflect on events, respond to them after careful consideration, and avoid the mistake of indulging in impulsive behavior.

Motivation. Effective project leaders are consistently highly motivated individuals. They are driven to achieve their maximum potential and they recognize that to be successful, they must also work with members of the project team to generate the maximum performance from each of them. There are two important traits of effective managers with regard to motivation: First, they are always looking for ways to keep score; that is, they like concrete or clear markers that demonstrate progress. Second, effective project managers consistently strive for greater and greater challenges.

Empathy. One important trait of successful project managers is their ability to recognize the differences in each of their subordinates, make allowances for those differences, and treat each team member in a manner that is designed to gain the [illegible] willingness to [illegible] feelings [illegible] of employing [illegible]

Social Skill. The final trait of emotional intelligence, social skill, refers to a person's ability to manage relationships with others. Social skill is more than simple friendliness; it is *friendliness with a purpose*. Social skill is our ability to move people in a direction [illegible] shortcuts of [illegible] demonstrate [illegible] opportunities [illegible]

Emotional intelligence is a concept that reflects an important point: many of the most critical project management skills that define effective leadership are not related to technical prowess, native analytical ability, or IQ. Of much greater importance are self-management skills, as reflected in self-awareness, self-regulation, and motivation and relationship management skills, shown through our empathy and social abilities. Remember: *project management is first and foremost a people management challenge*. Once we understand the role that leadership behaviors play in effective project management, we can better identify the ways in which we can use leadership to promote our projects.[11]

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Traits of Effective Project Leaders

LO 4.4 Recognize traits that are strongly linked to effective project leadership.

A great deal of research on organizational leadership has been aimed at uncovering the traits that are specific to leaders. Because leaders are not the same thing as managers, they are found in all walks of life and occupying all levels of organizational hierarchies. A study that sought to uncover the traits that most managers believe leaders should possess is particularly illuminating. A large sample survey was used to ask a total of 2,615 managers within U.S. corporations what they considered to be the most important characteristics of effective leaders.[12]

The results of this survey are intriguing. A significant majority of managers felt that the most important characteristic of superior leaders was basic honesty. They sought leaders who say what

they mean and live up to their promises. In addition, they sought competence and intelligence, vision, inspiration, fairness, imagination, and dependability, to list a few of the most important characteristics. These traits offer an important starting point for better understanding how leaders operate and, more importantly, how the other members of the project team or organization expect them to operate. Clearly, the most important factors we seek in leaders are the dimensions of trust, strength of character, and the intelligence and competence to succeed. The expectation of success is also important; the majority of followers do not tag along after failing project managers for very long.

Research also has been done that is specifically related to project managers and the leadership traits necessary to be successful in this more specialized arena. Three studies in particular shed valuable light on the nature of the special demands that project managers face and the concomitant nature of the leadership characteristics they must develop. One study analyzed data from several sources and synthesized a set of factors that most effective project leaders shared in common.[13] It identified five important characteristics for proficient project management: oral communication skills, influencing skills, intellectual capabilities, the ability to handle stress, and diverse management skills, including planning, delegation, and decision making. These findings correlate with the fact that most project managers do not have the capacity to exercise power that derives from formal positional authority; consequently, they are forced to develop effective influencing skills.

The second study also identified five characteristics closely associated with effective project team leaders:[14]

- ***Credibility.*** Is the project manager trustworthy and taken seriously by both the project team and the parent organization?
- ***Creative problem-solver.*** Is the project manager skilled at problem analysis and identification?
- ***Tolerance for ambiguity.*** Is the project manager adversely affected by complex or ambiguous (uncertain) situations?
- ***Flexible management style.*** Is the project manager able to handle rapidly changing situations?
- ***Effective communication skills.*** Is the project manager able to operate as the focal point for communication from a variety of stakeholders?

The final study of necessary abilities for effective project managers collected data from 58 firms [illegible] researchers found seven essential project manager abilities, including:

1. ***Organizing under conflict.*** Project managers need the abilities to delegate, manage their time, [illegible] conflict and [illegible].
2. ***Experience.*** Having knowledge of project management and other organizational procedures, experience with technical challenges, and a background as a leader is helpful.
3. ***Decision-making.*** Project managers require sound judgment, systematic analytical ability, and decision-making skills.
4. ***Productive creativity.*** This ability refers to the need for project managers to show creativity, develop and implement innovative ideas, and challenge the old, established order.
5. ***Organizing with cooperation.*** Project managers must be willing to create a positive team atmosphere, demonstrate a willingness to learn, and engage in positive interpersonal contact.
6. ***Cooperative leadership.*** This skill refers to the project manager's ability to motivate others, to cooperate, and to express ideas clearly.
7. ***Integrative thinking.*** Project managers need to be able to think analytically and to involve others in the decision-making process.

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CONCLUSIONS ABOUT PROJECT LEADERS

Given their wide-ranging views, it is important to note the commonalities across these studies and to draw some general conclusions about the nature of project leadership. The specific conclusions that have practical relevance to selecting and training effective project leaders suggest several themes, including:

- Effective project managers must be good communicators.
- Project leaders must possess the flexibility to respond to uncertain or ambiguous situations with a minimum of stress.

- Strong project leaders work well with and through their project team.
- Good project leaders are skilled at various influence tactics.

Although examining the traits of successful leaders, and specifically project leaders, is valuable, it presents only part of the picture. One key to understanding leadership behavior is to focus on *what leaders do* rather than who they are.

PROJECT PROFILE

Leading by Example for the London Olympics—Sir John Armitt

England's John Armitt had run major contracts, including pioneering UK's first high-speed-rail system and steering the national railroad infrastructure company out of bankruptcy, when he was named chairman of the Olympic Delivery Authority (ODA), charged with building all infrastructure and facilities for London's 2012 Olympic and Paralympic games.

"I was immediately interested," he says.

When London won the bid to develop the 2012 Olympics, the challenges it faced were significant. London is a city that is heavily congested, with little open ground or natural sites left for development. The challenge of putting up multiple stadiums, sporting venues, Olympic Village structures, and transportation infrastructure defines the complexity of the massive project, all under the requirement that the completed work meet a fixed deadline. More than $10 billion worth of construction later, London's widely acclaimed Olympics were enhanced by complete and fully functioning facilities. A 600-acre urban site had been converted into a multi-venue park and athletes' village on schedule and $1.6 billion under budget. In addition, not one life was lost during 70 million worker hours, and the project's accident rate was well below the UK average. For his performance in steering the complex development project, Armitt was granted a knighthood from Queen Elizabeth II for his services.

Following some high-profile, troubled UK projects, and the steady history of Olympic Games cost overruns, the preparations for these games came under intense scrutiny. Armitt dealt with numerous external interests, aiming to create "an atmosphere of calm" that allowed his team to focus on the task.

Described as a "stabilizing influence, giving confidence that the project could be delivered," Armitt brought high credibility and a history of competence to his role in leading the development effort. Both politicians and executives involved in the multiple construction projects lauded his leadership. Ray O'Rourke, chairman and chief executive of Laing O'Rourke construction, was particularly complimentary, noting that the success of London 2012 was a result of [illegible] and [illegible] of numerous project stakeholders throughout the development of the Olympic sites.

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FIGURE 4.3 Sir John Armitt
Source: Philip Wolmuth/Alamy Stock Photo

When asked about the keys to making the Olympic project so successful, Armitt pointed to his approach to managing projects, honed through years of experience and overcoming multiple challenges. "What was different about the Olympics was the level of collaboration across all the projects. This came because of the recognition that to deliver these projects successfully, the client had a responsibility to provide the leadership," he noted. Much of the project's success comes from the clarity of the ODA's vision, the leadership the ODA provided, and the way two years were set aside at the start for planning and preparation. Sir John says the credit belongs to the whole team. When he joined in 2007, construction was at an early stage, but the program "was in good shape," he says.

Although Armitt is modest about his contribution, others associated with the London Games success are much more generous in pointing to his critical role in making the process come together. They note that thanks to Armitt's leadership in coordinating the work of hundreds of professionals, the project has consistently met targets throughout the building phase and set new benchmarks for sustainable construction and technical expertise. He was pivotal in all aspects of the Olympic and Paralympic Games infrastructure project, including finance, engineering, environment, management, and external relations, as well as acting as an ambassador for the project in explaining its complexities to the public. He is perhaps most proud of the long-term outcomes from the development: "The big opportunity was to take 600 acres of wasteland, a very heavily contaminated, rundown part of the east side of the city, and transform it into what is now going to be a new, magical place in London for the next 100 years."

On the heels of his Olympic triumph, Sir John is not slowing down. He was appointed chair of a national commission to review how Britain could improve its poor record of project planning and delivery and assess the current state of the UK's infrastructure, including transport, energy, telecommunications, and water infrastructure. For example, he recently warned about the dangers of energy brownouts throughout England if the needed construction of power plants continues to be delayed due to political pressures. Finding major problems with a national infrastructure that was ranking 24th internationally in overall quality, Sir John has been an advocate of taking politicians out of the equation. For too long, he observed, politicians ducked the hard choices, delaying crucial decisions and repairs to the nation's infrastructure because they were politically unpopular or lacked broad-based support. The Armitt review's key recommendation is for a properly independent body, along the lines of the Office of Budget Responsibility or the Committee on Climate Change, that would take the electoral cycle and political cowardice out of big infrastructure decisions.

"We need to find ministers who are prepared to say to their departments, 'You are free to make mistakes. You are free to mentally allocate some of what you are doing to the 70/30 projects where, in fact, there is a good 30% chance that it will not work—but the 70% is worth going for, so let's go for that. If it goes wrong, you won't be hanged, but you will actually be praised for having a go. Because we are willing to take a risk, there will be certain things that will be successful.'" As he noted, innovation carries risk, but it can also deliver big wins. "If you want to innovate, you have [to accept that] there's going to be some failure. It's your budget—you're putting it at risk. And you need to be clear about that."

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Project Champions

LO 4.5 Identify the key roles project champions play in project success.

Dr. Thomas Simpson (not his real name) came back from a recent medical conference enthusiastic about an innovative technique that he felt sure was just right for his hospital. He had witnessed the use of an information system technology that allowed doctors to link wirelessly with patient records, retrieve documentation, and place prescription orders online. With this system, a doctor could directly input symptoms and treatment protocols on a laptop in the patient's room. The benefit of the new system was that it significantly upgraded the hospital's approach to patient record-keeping while providing the doctor with more immediate flexibility in treatment options.

As chief of the medical staff, Dr. Simpson had some influence in Grace Hospital, but he could not simply order the hospital to adopt the technology. Instead, over a period of six months, he worked tirelessly to promote the system, setting up information seminars with the software designers and question-and-answer sessions with the hospital's administration and other important stakeholders. Eventually, his persistence paid off. The hospital adopted the technology and has been using it for the past two years. Despite some start-up problems resulting from the need to transfer old paper records to the system, Grace Hospital now brags that it is paper-record free, and all because of Dr. Simpson's efforts.

In this example, Dr. Simpson displayed all the qualities of a project champion. Champions, sometimes referred to as project sponsors, are well known both in the organizational theory

literature and within organizations themselves. A **champion** is an individual who "identifies with a new development (whether he made it), using all the weapons at his command, against the funded resistance of the organization. He functions as an entrepreneur within the organization, and since he does not have official authority to take unnecessary risks . . . he puts his job in the organization (and often his standing) on the line . . . . He (has) great energy and capacity to invite and withstand disapproval."[17]

Champions possess some remarkable characteristics. First, it is assumed (in fact, almost expected) that champions will operate without the officially sanctioned approval of their organizations. Often, they set themselves directly at odds with the established order or popular way of thinking. Standard operating procedures are anathema to champions, and they are usually unafraid of official disapproval. Second, champions have a true entrepreneurial talent for recognizing value in innovative ideas or products; they see things the typical organizational member does not. Third, champions are risk-takers in every sense of the word. Their single-minded pursuit of truth in whatever innovative form it may take often puts them at odds with entrenched bureaucrats and those who do not share their enthusiasm for a new product or idea.

Capturing the enthusiasm and fervor that champions have for their ideas is difficult. Tom Peters, best-selling author, describes champions as "fanatics" in their single-minded pursuit of their pet ideas. He states, "The people who are tenacious, committed champions are often a royal pain in the neck . . . . They must be fostered and nurtured—even when it hurts."[18] This statement captures the essence of the personality and impact of the champion: one who is at the same time an organizational gadfly and vitally important for project and organizational success.

CHAMPIONS—WHO ARE THEY?

Champions do not consistently occupy the same positions within organizations. Although senior managers often serve as champions, many members of the organization can play the role of implementation champion, with different systems or at different times with the same system implementation project. Among the most common specific types of champions are creative originator, entrepreneur, godfather or sponsor, and project manager.[19]

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CREATIVE ORIGINATOR [illegible] Who is the best expert to develop a specific idea? Certainly the individual who was behind the original development of the idea or technology can function as the project champion is hardly surprising. No one in the organization has more expertise or a greater vision where the new [illegible]. Few other [illegible] actively encourage the continued involvement of the scientist or engineer who originally developed the idea upon which the project is based.

ENTREPRENEUR An **entrepreneur** is the person who adopts the idea or technology and actively works to sell the system throughout the organization, eventually pushing it to success. In many organizations it is not possible, for a variety of reasons, for the creative originator or original project advocate to assume the role of champion. Often scientists, technicians, and engineers are limited by their need to perform the specifically demarcated duties of their positions, and thereby precluded from becoming part of the project implementation team. In such situations, the individual who steps forward as the implementation champion is referred to as an *organizational entrepreneur*. The entrepreneur is an organizational member who recognizes the value of the original idea or technology and makes it a personal goal to gain its acceptance throughout the relevant organizational units that would be employing it. Entrepreneurial champions are usually middle- to upper-level managers who may or may not have technical backgrounds. In addition to performing their own duties within the organization, they are constantly on the lookout for innovative and useful ideas to develop.

"GODFATHER" OR SPONSOR The project champion as **godfather** is a senior-level manager who does everything possible to promote the project, including obtaining the needed resources, coaching the project team when problems arise, calming the political waters, and protecting the project when necessary. A **sponsor** has elected to actively support acquisition and implementation of the new technology and to do everything in his power to facilitate this process. One of the most important functions of godfathers is to make it known throughout the organization that this project is

under their personal guidance or protection. In addition to supplying this protection, the godfather engages in a variety of activities of a more substantial nature in helping the implementation effort succeed. Godfathers also use their influence to coach the team when problems arise, in order to decrease the likelihood of political problems derailing the project.

PROJECT MANAGER Another member of the organization who may play the role of champion is the project manager. At one time or another, almost every project manager has undertaken the role of champion. When one considers the definition of a project champion and the wide range of duties performed in that role, it becomes clear why the manager of the project is often in a position to engage in championing behaviors. Certainly, project managers are strongly identified with their projects, and to a degree their careers are directly tied to the successful completion of their projects. Project managers, however, may have limited effectiveness as champions if they do not possess a higher, organization-wide status that makes it possible for them to serve as project advocates at upper management levels. For example, a project manager may not have the authority to secure additional project resources or gain support throughout the larger organization.

WHAT DO CHAMPIONS DO?

What exactly do champions do to aid the implementation process? Table 4.4 lists two sets of championing activities that were identified by one study through its survey of a sample of project managers.

The first set of activities is commonly thought of as the traditional duties of managers. The champion can actively aid in the project development process by interpreting technical details, providing strong leadership, and helping with project coordination and control, as well as supplying administrative help for the project team. It is important that the champion be familiar with the technical aspects of the project. Another important traditional activity of the project champion is the procurement of necessary resources to enable team members to perform their tasks. Champions are often in an excellent position to make available a continual supply of logistical support for the project.

The second set of activities in which champions engage is referred to as the nontraditional side of management, which implies that these activities are not part of the usual roles identified in traditional management literature. That does not mean, however, that these activities are in any way [illegible] as important to project success as the more frequently identified, well-known requirements for

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Table 4.4 Political and Traditional Activities of Project Champions

Traditional Duties	
Technical understanding	Knowledge of the technical aspects involved in developing the project
Leadership	Ability to provide leadership for the project team
Coordination and control	Managing and controlling the activities of the team
Obtaining resources	Gaining access to the necessary resources to ensure a smooth development process
Administrative	Handling the important administrative side of the project
Nontraditional Duties	
Cheerleader	Providing the needed enthusiasm (spiritual driving force) for the team
Visionary	Maintaining a clear sense of purpose and a firm idea of what is involved in creating the project
Politician	Employing the necessary political tactics and networking to ensure broad acceptance and cooperation with the project
Risk-taker	Being willing to take calculated personal or career risks to support the project
Ambassador	Maintaining good relations with all project stakeholders

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successful management. Performing functions such as cheerleader, visionary, politician, risk-taker, and ambassador is important for most project managers, and yet these roles tend to be deemphasized in literature, job specifications, and training programs. As one champion put it, "We can teach people those (traditional) skills easily enough, but experience is the best teacher for the other (nontraditional) duties. *No one prepares you for the irrational side of this job. You have to pick it up as you go.*"

In many organizations, the majority of a champion's time is not engaged in performing the traditional side of project management duties, but rather is involved in the nontraditional activities. The champion is often the person with the vision, the cheerleader, or the driving force behind the project. Additionally, the champion is expected to take on the key political roles in attempting to play the right kinds of games, make the right contacts, and network with the necessary people to ensure the steady supply of resources necessary for the project to succeed. Finally, because champions by definition strongly identify with the project, much of their time is spent in networking with other organizational units, top management, and prospective clients (users) of the project. In this task, they take on an important ambassador/advocate role throughout the organization. In many cases, champions put their careers on the line to support and gain acceptance of a new system and as a result become committed to aiding the project in every way possible, through both traditional and nontraditional activities.

One question often asked is whether this type of behavior really plays an important role in successful project management. The answer is an emphatic "yes." Aside from anecdotal and case study information, some compelling research studies have helped us better understand not only what champions do, but how important champions are for acquiring and gaining organizational acceptance of new projects.[20] One study, for example, examined a series of new product developments and start-ups at a variety of organizations.[21] The relationship between the presence or absence of an identifiable organizational champion and the success of the project was studied for 45 new product development efforts. Of the 17 successful new product developments all but one, or 94%, had a readily identifiable champion. These ventures were spearheaded by an individual that the majority of those involved in the project could point to and identify as that project's sponsor or champion. On the other hand, of the 28 projects that failed only one was coupled with an identifiable project champion. Clearly, the results of this study point to the enormously important role that a champion can play in new product development.

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HOW TO MAKE A CHAMPION

All organizations differ in terms of the availability of individuals to take on the role of a project champion. Although some organizations may be fortunate enough to have many people willing to serve as champions, the reality for most organizations is not nearly so upbeat. The problem is not that these organizations have inadequate or unskilled people. Very often, it is that the organizations have failed to recognize the benefits to be derived from champions. Champions and a climate within which they can exist must be developed and nurtured by the organization.

Some important principles and options for organizations to recognize in the development and use of project champions include: identify and encourage the emergence of champions, encourage and reward risk takers, remember that champions are connected emotionally to their projects, and avoid tying champions too closely to traditional project management duties.[22]

IDENTIFY AND ENCOURAGE THE EMERGENCE OF CHAMPIONS In many companies, there are individuals who demonstrate the enthusiasm and drive to champion new project ideas. It is important for these organizations to develop a culture that not only tolerates but actively promotes champions. In many organizations, a creative originator who continually badgered upper management with a new project idea would likely offend some of the key top management team. However, for a firm to realize the full potential of its internal champions, it must create a culture of support in which champions feel they can work without excessive criticism or oversight.

ENCOURAGE AND REWARD RISK TAKERS Jack Welch, former CEO of General Electric, made it a personal crusade to actively encourage senior, middle, and even junior managers to take risks. His argument was that innovation does not come without risk; if one cannot bear to take risks, one cannot innovate. The corollary to encouraging risk-taking is to avoid the knee-jerk response of

immediately seeking culprits and punishing them for project failures. Innovations are by definition risky ventures. They can result in tremendous payoffs, but they also have a very real possibility of failure. Organizations must become more aware of the positive effects of encouraging individuals to take risks and assume championing roles in innovative projects. One project success will often pay for 10 project failures.

REMEMBER THAT CHAMPIONS ARE CONNECTED EMOTIONALLY TO THEIR PROJECTS Champions bring a great deal of energy and emotional commitment to their project ideas. However, a potential downside of the use of powerful project champions is the fact that often they refuse to give up even in the face of a genuine project failure. As a result many companies keep pursuing "dogs" long after any hope for successful completion or commercial success is past. For example, Microsoft introduced their Kin cellphone in 2010 and marketed it to teens and fans of social networking. The Kin was not a smartphone—it did not support apps or games—and it was expensive to operate. Despite Microsoft's best efforts, it quickly failed in the marketplace and was abandoned only two months after its introduction. Microsoft executive Robbie Bach, mastermind behind the Kin device, left the company soon afterward.

DON'T TIE CHAMPIONS TOO TIGHTLY TO TRADITIONAL PROJECT MANAGEMENT DUTIES Project champions and project managers may be the same people, but often they are not. Many times classic champions, as Table 4.4 demonstrated, are more comfortable supporting a project through nontraditional activities. Because they tend to be visionaries, cheerleaders, and risk-takers, they approach their goal with a single-minded strength of purpose and a sense of the overall design and strategy for the new technology. Rather than supporting the more routine aspects of project management such as planning and scheduling, allocating resources, and handling the administrative details, the champions' expertise and true value to the implementation process may be in their political connections and contributions—that is, in employing their nontraditional management skills.

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The New Project Leadership

LO 4.6 Recognize the principles that typify the new project leadership.

Project management requires leadership skills that are different from those that may characterize the best line managers, but the majority of the leadership we have not something that we are born with. However, we know enough about the leadership challenge to recognize that leaders are as leaders do.[23] The more we begin to recognize and practice appropriate leadership roles, the more naturally these activities will come to us. An article by one of the top writers on organizational leadership, Dr. Warren Bennis, summarizes four competencies that determine our success as project leaders:[24]

1. ***The new leader understands and practices the power of appreciation. These project leaders are connoisseurs of talent, more curators than creators.*** Appreciation derives from our ability to recognize and reward the talents of others. Leaders may not be the best, most valuable, or most intelligent members of project teams. Their role is not to outshine others, but to allow others to develop to their best potential.
2. ***The new leader keeps reminding people of what's important.*** This simple statement carries a powerful message for project managers. We need to remember that in pursuing a project, a host of problems, difficulties, annoyances, and technical and human challenges are likely to arise. Often numerous problems are uncovered during projects that were not apparent until after serious work began. Project managers must remember that one of their most important contributions is reminding people to keep their eyes fixed on the ultimate prize—in effect, continually reminding them of what is important.
3. ***The new leader generates and sustains trust.*** The research by Kouzes and Posner cited earlier in this chapter contains a powerful message: the most important characteristic in leaders is honesty.[25] Leaders who generate trust and behave with authenticity, fairness, honesty, and caring will be successful in creating an environment in which the project team members strive to do their best. Trust plays a critical role in developing productive leader-member relationships.[26]

It is only by recognizing and applying trustworthiness that we demonstrate our loyalty and commitment to our team members as individuals, and thus bring out the best in them.

4. ***The new leader and the led are intimate allies.*** Earlier in this chapter we examined the concept of a partnership existing between the leader and followers. This point is important and should be emphasized in effective leadership behaviors. Project management leadership does not arise to control and dominate the project team, but as a natural method for supporting the team's efforts. As we work to develop leadership abilities, it is important to first recognize the reasons why leadership is necessary for project success and then take the concrete steps needed to realize the vision of the project, something we can best do when we as leaders work in close harmony with our teams.

BOX 4.2

Project Managers in Practice

Bill Mowery, CSC

"Project management, as a discipline, provides limitless opportunities across almost infinite combinations of industries, skills, and alternatives and provides a career path that remains challenging and rewarding." This statement comes from Bill Mowery, who was until recently a Delivery Assurance Senior Manager in the Financial Services Group (FSG) of Computer Sciences Corporation (CSC).

Mowery's job was a combination of project governance, working with the corporation's Project Management Office (PMO), and special projects in support of strategic objectives. Project governance duties consist of monitoring and reporting on the status of the project portfolio of one of FSG's divisions while providing guidance on best practices and methods in project management. An important part of Mowery's role was as the "business architect" in support of FSG's proprietary project tracking and reporting system. This system was developed to provide advanced capabilities in the automated collection and dissemination of project performance metrics. Mowery states, "Perhaps the most challenging part of my job pertained to ad hoc special projects that support the goals of both FSG and the corporate objectives of CSC as a whole. The opportunity to collaborate globally with my colleagues on a wide range of technology and business endeavors provided both challenge and variety in my career."

Mowery's career path into project management work seems to have been somewhat unintentional. After being trained in electronics and computer technology and earning an associate's degree while serving in the U.S. Army, he began his civilian career in

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FIGURE 4.4 **Bill Mowery, CSC**

Source: Bill Mowery

software engineering while pursuing undergraduate degrees in computer science and mathematics. As a contract programmer, he got his first taste of project management work simply because he was the software contractor with the most seniority. This serendipitous introduction to this type of work led to a career that has kept him fascinated and engaged for the last 25 years. During this time Mowery has worked in a variety of industries, including electronic product development, nuclear fuel processing, financial services, and material handling systems. One thing he has learned during his diverse career is that sound project management principles are critical regardless of the setting. As he points out, "While the industry and technology can change, the tenets of project management that lead to success remain a constant theme."

Because of Mowery's wealth of experience with running projects across so many settings over an extended period, he served as a mentor for junior project managers in his organization, a role that he relished. "The aspect of my job I found most rewarding was the opportunity to collaborate and mentor within a large project management staff. When a project manager was faced with a unique challenge in project management and I could offer insight and advice that helped solve the problem, it provided a satisfying feeling that someone else didn't have to learn something 'the hard way.'"

When asked what advice he could offer to those interested in pursuing a career in project management, Mowery reflected, "The best advice that I can offer to anyone considering a career in project management is to have the patience of a rock, an empathetic personality, and a love of learning. Project management can be a complex field, and I often tell people that the more I learn, the less I know. This often confuses people, but simply put, the more I learn, the more I understand just how much more there is to know and discover in a fascinating and complex profession."

PROJECT PROFILE

The Challenge of Managing Internationally

As project management becomes an international phenomenon, it is critical for successful leaders to recognize their management style and make necessary accommodations when dealing with project team members from other countries. The current generation of project managers is discovering that international work is not a mysterious or infrequent event; rather, it is the everyday reality for project managers in many project-based organizations. What are some of the important lessons that all project managers need to take to heart when working overseas? One list is offered by a successful project manager, Giancarlo Duranti. A native of Italy, Duranti has experience leading teams in Brazil, Cuba, and Gambia. Among his suggestions for making the right leadership choices in foreign settings are:

1. ***Be culturally understanding.*** Before the [illegible] you will be [illegible] by viewing documentaries and reading travel guides, tourist books, and even local newspapers. History is equally important, because the better you understand the past of a particular culture, the sooner you can begin to understand team attitudes and perceptions.
2. ***Don't stereotype.*** [illegible] approaching [illegible] people, [illegible] about them by viewing [illegible] experiences, [illegible] the first time, [illegible] forming easy and ultimately useless opinions.
3. ***Be genuinely interested in cultural differences.*** People are eager to share local and national traditions and, in turn, have a curiosity about yours. Demonstrating a real interest in their culture and sharing your own helps both sides to appreciate these differences rather than be separated by them.
4. ***Do not assume there is one way (yours) to communicate.*** Communication differences among cultures are profound. Remember, for example, that use of humor and ways of giving feedback, including correction, differ greatly among cultures. Learn to appreciate alternative means of exchanging information and to recognize what is really being said in various exchanges.
5. ***Listen actively and empathetically.*** Suspend judgment when listening and try to view each situation with some distance and perspective.[23]

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Project Management Professionalism

LO 4.7 Understand the development of project management professionalism in the discipline.

At the beginning of 2003, the U.S. Department of Energy (DOE) kicked off an internal initiative to create a project management career path within its organization. The launch followed similar moves by a variety of organizations, including firms as diverse as Ernst & Young (consulting) and NASA. Bruce Carnes at the Department of Energy explained the reasoning for this move:

"Much of our work is accomplished through projects. In fact, our project managers are currently responsible for over 100 projects with a total value in excess of $20 billion, plus another $150 billion in environmental restoration work over the next several decades. It's important for us to make sure that our project managers have the best skills possible, and that each person is treated as a critical DOE asset. Therefore, we need a cohesive career management plan to develop them, match their skills with assignments, track their performance, and reward them as appropriate.[28]"

Embedded in this explanation are several important points that illustrate the growing **professionalism** of the project management discipline. Let's consider them in turn.[29]

First, for more and more organizations, project work is becoming the standard. Projects are no longer simply additional and nonroutine components of organizational life. Rather, in many organizations, they are becoming the principal means by which the organizations accomplish their goals. Along with the increased recognition of the importance of using project management techniques comes the concomitant need to acquire, train, and maintain a cadre of project management professionals who are dedicated to these work assignments.

Second, there is a critical need to upgrade the skills of those doing project work. It would be a mistake to continually apply organizational resources, particularly human resources, to projects without ensuring that those involved are learning and developing their project skills, and approaching these tasks with a solid foundation of knowledge. In short, one aspect of professionalism is to recognize that project management professionals are not an ad hoc feature of the organization, but a critical resource to be developed and maintained. Therefore, it is important to support these individuals as a resource that requires continual training and skill development.

Third, project management professionalism recognizes the need to create a clear career path for those who serve as project managers and support personnel. Historically, organizations found their project managers from among their line management staff and assigned them the responsibility to complete the project, always with the assumption that once the project was finished, the managers would return to their normal functional duties. In short, project management was a temporary assignment, and once it was completed, the manager was returned to "real" duties. In the new professionalism model, project management personnel view project work as a permanent career assignment, with managers moving from project to project but always dedicated to this career path. Increasingly, companies are officially distinguishing between their functional staff and their project management staff, with managers being hired and evaluated for their performance in project assignments and functional duties.

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This new professionalism mentality is typified by the experiences of NASA, particularly in the wake of the 1986 *Challenger* shuttle disaster. Following the lessons learned from that terrible event, NASA formed the Office of Safety and Mission Assurance, which was charged with creating a project management group within the organization. Ed Hoffman, who serves as the director of NASA's Academy of Program and Project Leadership, makes this point: "The NASA mind-set sees the project approach as the only way to do business. We are constantly charged with meeting cost and timeline challenges that require the cooperation of a variety of disciplines. Frankly, our folks would be confused by a functional approach."[30]

What practical steps can organizations take to begin developing a corps of project management professionals? Some suggested strategies include the following:

- ***Begin to match personalities to project work.*** Research suggests that certain personality types may be more accepting of project work than others.[31] For example, outgoing, people-oriented individuals are thought to have a better likelihood of performing well on projects than quieter, more introverted people. Likewise, people with a greater capacity for working in an unstructured and dynamic setting are more attuned to project work than those who require structure and formal work rules. As a starting point, it may be useful to conduct some basic personality assessments of potential project resources to assess their psychological receptivity to the work.
- ***Formalize the organization's commitment to project work with training programs.*** There is little doubt that organizational members can recognize a firm's commitment to projects by its willingness to support the training and development of personnel in the skills needed for them. For training to be effective however, several elements are necessary. First, a corporatewide audit should be conducted to determine what critical skills are necessary for running projects. Second, the audit should determine the degree to which organizational members possess those skills. Third, where there are clear differences between the skill set needed and the skills

available, project management training should first be targeted to reduce those gaps, bringing project management training into alignment with project management needs.

- ***Develop a reward system for project management that differentiates it from normal functional reward schedules.*** The types of rewards, whether promotions, bonuses, or other forms of recognition, available to project management personnel need to reflect the differences in the types of jobs they do compared to the work done by regular members of the organization. For example, in many project companies performance bonuses are available for project team members, but not for functional personnel. Likewise, raises or promotions in project firms are often based directly on the results of projects the team members have worked on. Thus, within the same organization, functional members may be promoted due to the amount of time they have been at one managerial level, while their project professional counterparts are promoted solely due to their accumulated performance on multiple projects.
- ***Identify a distinct career path for project professionals.*** A rather cynical project manager once noted to this author, "In our organization there are two career ladders. Unfortunately, only one of them has rungs!" His point was that excellent performance on projects did not earn individuals any rewards, particularly in terms of promotions. In his firm, projects were "a place where mediocre managers go to die." Contrast this example with that of Bechtel Corporation, in which project management is viewed as a critical resource, project management personnel are carefully evaluated, and superior performance is rewarded. Most particularly, Bechtel has a dual-track career path that allows successful project managers the same opportunities as other functional managers to move upward in the company.

Project professionalism recognizes that the enhanced interest in project management as a discipline has led to the need to create a resource pool of trained individuals for the organization to use. In short, we are seeing an example of supply and demand at work. As more and more organizations begin to apply project techniques in their operations, they will increase the need for sufficient trained individuals to perform these tasks. One of the best sources of expertise in project management comes from inside these organizations, provided they take the necessary steps to nurture and foster an attitude of professionalism among their project management staff.

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Project Management and Ethics

Goal 3 Recognize the importance of ethics to successful project leadership.

The expectation that project managers and their organizations work to complete projects successfully also contains within it a joint expectation that their behavior will be ethically-minded. In other words, well-educated and responsible project managers and their teams need to possess the knowledge to understand not only difficult technical and managerial issues as they relate to the project, they must also be able to discern and respond to ethical issues in their work. Ethics can be defined in several ways. For our purposes, let us think of **ethics** as attempts to make sense of moral experiences in such a way as "to determine the desirable, prioritized ends that are worth pursuing, the right rules and obligations that ought to govern human conduct, the virtuous intentions and character traits that deserve development in life, and to act accordingly."[32] As ethical project team members and managers, our goal is to identify the manner in which we ought to act in any given situation and balance more well-understood goals of project management (time, cost, and quality) with a broader acknowledgement of working for the good.

The Project Management Institute has had a code of ethics and personal conduct for nearly two decades now. They define this ethical code to include several elements, including:[33]

1. Responsibility - our duty to take ownership for the decisions we make or fail to make, the actions we take or fail to take, and the consequences that result. Includes mandatory standards such as regulations and legal requirements.
2. Respect - our duty to show a high regard for ourselves, others, and the resources entrusted to us. Resources entrusted to us may include people, money, reputation, the safety of others, and

natural or environmental resources. This involves listening to others' viewpoints, negotiating in good faith and openness, and respecting the property rights of others.

3. Fairness - our duty to make decisions and act impartially and objectively. Our conduct must be free from competing self-interest, prejudice, and favoritism. This policy includes transparency in decision making, equal hiring and promotion opportunities, and disclosure of conflicts of interest.
4. Honesty - our duty to understand the truth and act in a truthful manner both in our communications and in our conduct. Commitments are made in good faith and all communications are timely and truthful.

Why should we ultimately care about ethics as it relates to the management of projects? One key reason is that ethical leadership by upper management impacts firms both directly, by influencing the managers at the next level within the organizational hierarchy, and indirectly, by influencing the overall organizational culture that pervades all layers in the hierarchy.[34] This same carry-over effect is evident in how we manage projects, both internally and for external clients. The Project Management Institute believes that to advance the profession, it is necessary always to pay attention to the prevailing practices, to act honorably and with the customer's interests at heart, and that the reputation of the project management profession is enhanced by the collective actions of individual members. Thus, we can think of ethical project behavior as affecting project leaders and their teams in two ways. First, because project practitioners' primary responsibility is to society as a whole, so they should maintain professional integrity in their jobs. Second, project practitioners should focus on pursuing projects that are, themselves respectful of the rights of stakeholders and society.[35] We will see in Case 4.3 on Volkswagen that their engineers' decision to deliberately create a software cheat device to fool emissions tests was an unethical decision, because it breached the standard of pursuing ethical projects.

Two important schools of ethical thought are applicable to the practice of project management. For simplicity, we can classify these schools into *normative* ethics and *behavioral* ethics. Within normative ethics, the focus is on what a person or organization ought to do in a given situation. For example, what are the principles and norms the project manager should consider when making a decision? There are three main categories of normative ethics, emphasizing process, outcome, and character. Table 4.5 presents a summary of these categories and what they imply about the project manager's responsibilities are under each of the categories. For example, one form of normative ethics emphasizes character, suggesting that project managers should model the appropriate standards of conduct when dealing with various stakeholders, including top management, the customer, and [illegible] as a process that [illegible] ethical [illegible] managers must emphasize processes that are just, fair, and respectful of human rights.

The second major school is behavioral ethics, which attempts to understand why people behave the way they do in the workplace. Are there steady pressures that push workers and groups to engage in unethical behavior? How do these behaviors then manifest themselves within the organization? For example, we may study individual unethical behavior and refer to those who practice it as *bad apples*. On the other hand, we can examine broader categories of inappropriate or unethical behavior (for example, a project group that collectively decides to make poor decisions,

TABLE 4.5 Normative Ethics and Project Manager Behaviors[36]

Orientation	Category	Project Manager's Responsibility
Process	*Deontological ethics* explains the rules, maxims, norms, and principles to govern conduct. Moral obligations concerning justice and fairness. Social contract theories.	Make sure processes are just, fair, and reasonable and do not violate human rights.
Outcome	*Consequentialism* defines right conduct in terms of the alternative likely to produce the best overall outcome for the stakeholders.	Maximize the overall value for the stakeholders.
Character	*Virtue ethics* focuses on the moral virtues of honesty, integrity, fairness, courage, care, and how they are developed and nurtured.	Exhibit exemplary personal conduct that serves as a model for others of how to act.

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as in the case of the diesel engine team at Volkswagen that developed an emission control defeat device) and refer to these groups as *bad cases*. Finally, we can look at organizations that collectively have allowed a toxic culture to dictate unethical system-wide practices, such as those we discuss in the Odebrecht case in this chapter, and refer to them as *bad barrels*. All these behavioral ethics perspectives are necessary to understand why people behave the way they do, and more importantly, to help us examine our business practices and the signals we may be unconsciously sending that encourage inappropriate behavior. For example, if our sales team members receive quarterly bonuses only for selling new projects to clients, we may be unconsciously encouraging them to make promises that we cannot keep by committing our firm to unrealistic delivery dates. This is an example of "getting what you pay for." That is, if we only reward our sales reps for making the initial sale, they have no incentive to offer realistic delivery deadlines and in fact, may be motivated to say anything to close the deal.

UNETHICAL BEHAVIORS IN PROJECT MANAGEMENT

There are a variety of ways in which unethical behavior can occur in project management, including corrupt practices, deliberate deception, kickbacks, and bribery. Corruption is defined as the abuse of entrusted power for private gain.[37] We can further classify *petty corruption*, which refers to everyday abuse of entrusted power by low- and mid-level public officials in their interactions with ordinary citizens and *grand corruption*, which refers to acts of corruption committed by relevant institutions, such as governments, corporations, or legal bodies. Therefore, when senior officials in an Asian government accept bribes for providing construction permits for a new bridge or factory, they are engaging in corrupt behavior. Other examples of corrupt behavior are well-known, for example the bribery scandal within the FIFA executive councils, in which bribes were routinely offered and accepted when deciding where the World Cup would be played.

There are several common types of corruption, including:[38]

1. Bribery – offering or giving benefits to another person or incentives to act dishonestly. Bribery may involve cash transactions, but can also involve a variety of non-cash advantages, including free holidays or tickets to shows, free meals, and so forth.
2. Extortion – obtaining money or benefits by the abuse of power or position of authority. An official requiring a payment before allowing a project to proceed.
3. Fraud – deceiving innocent parties to gain some financial or non-financial advantage, such as pretending that a pipeline project must first pay a local "tax" to a governing authority.
4. Abuse of power – when a person in public office deliberately acts in a way that are contrary to [illegible] and [illegible] of the position [illegible] trust.
5. Embezzlement – the misappropriation of property or funds legally entrusted to someone in their formal position as guardian or agent.
6. Conflict of interest – when an individual with a formal responsibility to serve the public participates in an activity that jeopardizes their professional judgement, objectivity, and independence.
7. Nepotism – granting favors or advantages to relatives, such as when a high government official demands that a project organization that wishes to bid for a local project first hire a local "agent" who is also a relative of that official.

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Determining what are corrupt and unethical business practices can be a complicated idea because what is considered corrupt in one country may be seen as normal business practices in another. Bid rigging, for example, is a practice in which two or more parties agree that in response to a call for bids or tenders, one or more of them will: a) not submit a bid, b) withdraw a bid, or c) submit a bid arrived at by agreement between the parties. In effect, bid rigging involves attempts to manipulate a competitive bidding process so that the parties can cheat, and is considered illegal in many countries. Unfortunately, some societies put cultural pressure on businesses to avoid direct head-to-head competition, which may be considered unseemly or disruptive, and instead encourage them to find ways to mutually benefit, even if it involves behaviors that foreigners would view as unethical or illegal.

For example, in 1990 when the heads of major Japanese construction companies met informally to divide and coordinate their bids for parts of the multi-billion dollar Narita Tokyo Airport construction contract, they viewed this behavior as simply avoiding unnecessarily complicated or potentially hostile competition among themselves. Outside construction firms were irate at what they viewed as

a violation, but the Japanese firms saw it as normal behavior. Despite clear guidelines by the Japanese government that outlaw bid rigging, it is difficult to identify and fully eliminate the practice.[39] Likewise, the widespread Middle Eastern practice of "baksheesh" represents a cultural norm whereby it is common to offer small gratuities or gifts for services rendered. When a Pakistani doctor sees a patient at his office for example, it is common for patients to not only pay for the services but also to offer a small gift in acknowledgement of the work done on their behalf. The problem with the ethics of baksheesh in projects can be complicated. When western European or North American firms are bidding for construction projects in countries that routinely expect baksheesh payments, it is hard to separate out common bribery (which is illegal) from the giving of gifts (which is expected).

Another unethical practice is deliberate deception. Deliberate deception may include withholding critical information that the other party needs to make an informed decision and falsifying the true costs of a project. For example, consider a situation where a construction firm tenders an offer to build a sewage treatment plant for a municipality and deliberately low-balls their bid to make sure they win the contract. As part of that bid, they might try to take advantage of the municipality's decision makers, who have only poor knowledge of the project to be undertaken, by deliberately leaving out important components of the plant. Knowing that they cannot make a profit from their low initial bid, the unethical firm might choose to bombard the owners with change order requests or offer "added features" to fix the initial construction plan, each time inflating the price of the original contract. It is not uncommon for some construction firms to make their entire profit from change orders after the original contract is signed.

Kick-backs, bribery, and deliberate extortion are also examples of unethical project management practices. Four senior executives of Lehr Construction in New York City were recently indicted on charges that "they systematically stole tens of millions of dollars from investment firms, insurance companies, and law firms as they built corporate offices in buildings across Manhattan." It was alleged that the four men "routinely inflated mechanical, electrical, and other subcontractors' costs by 10 percent to 13 percent on office projects they supervised," according to the indictment. These four men were charged with stealing $30 million in illegal payments. At its height, an investigation revealed that $500 million *per year* was improperly charged for services rendered.[40]

The importance of ethical leadership and a solid foundation in ethical business practices in managing projects is sometimes overlooked in the larger context of getting a project to successful completion. There is always pressure to do whatever is necessary to get the job done in the name of winning the bid, securing the work, and completing the project. However, as the Project Management Institute has long pointed out, there is no substitute for working ethically, both with regards to the project team, other company stakeholders, and most especially with clients who depend on us to provide them honest, unbiased, professional advice. Ethics first, profit firmly in mind.

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PROJECT PROFILE

Brazilian Construction Giant Caught in Wide-Spread Corruption Scandal

Odebrecht SA is one of the largest Brazilian construction companies, employing over 125,000 people, with operations in 25 countries, and with reported revenues of $46 billion. Odebrecht is a widely diversified company, with businesses in oil and gas exploration, infrastructure, plastics and resin, housing, engineering, water and sewer, urban rapid transit, and many more. In 2017, following investigations that have gone back several years into multiple Latin American, African, and European countries, Odebrecht signed a plea deal in which it admitted to paying out nearly $800 million in bribes to gain business contracts. From 2001 to 2016, the company paid bribes to public officials in numerous countries including Angola, Argentina, Ecuador, Guatemala, Mexico, and Mozambique.

As part of the fallout for their admission of long-term corrupt business practices and bribery, several governments have announced that they are prohibiting Odebrecht from signing new public contracts. Peru, Ecuador, Panama, and Venezuela have all halted business with Odebrecht until investigations have fully revealed the depth of the bribery scandal. In addition to agreeing to pay between $2.6 and $4.5 billion in a settlement with authorities in the United States, Switzerland, and Brazil, the company is cooperating with authorities in revealing the degree of its unethical business practices. This cooperation is not expected to help them in the short-term, as they are also in the process of selling assets throughout countries in Latin America as part of their plea agreement. On-going irrigation projects, natural gas pipelines, bridges, and dams are among the current projects that Odebrecht is looking to sell to other construction firms as they retrench and finish negotiations with the governments of multiple countries in which they competed illegally.

The irony for anyone examining the Odebrecht website is a fully-developed link detailing their social responsibility obligations, including their belief in strengthening citizenship and governance and their commitment to sustainable



Unfinished Mercosur Bridge in Caicara del Orinoco, Venezuela, an Odebrecht Project
Source: Meridith Kohut/Bloomberg/Getty Images

development and social inclusion. Thus, while one of their core beliefs relates to "Helping to strengthen public institutions and civil society," the tragedy is that decades of unethical and illegal behavior can quickly strip a major organization of its veneer of respectability, no matter how much good their projects may have done over the years and how many people and social classes benefitted from their completion.

The tragedy is that it is the common people for whom the projects were originally intended that often feel the harshest backlash from the unethical behaviors. The administration of the late President Hugo Chavez of Venezuela, for example, awarded Odebrecht over $11 billion to build dozens of infrastructure projects throughout the country—bridges, [illegible] and [illegible] to provide [illegible]. At the same time, the [illegible] $10 billion to [illegible]. Now the country is dotted with unfinished or barely-begun projects, and there are no capital reserves to finish them. In the wake of this scandal, the promise of a better life for millions remains an unrealized dream.

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This chapter began with the proposition that project management is a leader-intensive undertaking. That is, few activities within organizations today depend more on the performance and commitment of a strong leader than projects. Through exploration of the types of duties project managers must undertake, the characteristics of effective project leaders, the role of emotional intelligence in managing projects well, the concepts of project championing behavior, and the essence of the new project leadership, this chapter has painted a picture of the diverse and challenging duties that project managers are expected to undertake as they pursue project success. When we endeavor to develop our leadership skills to their highest potential, the challenge is significant, but the payoffs are enormous.

Summary

4.1 ***Understand how project management is a "leader-intensive" profession.*** Project management is leader-intensive because the project manager, as the leader, plays a central role in the development of the project. The project manager is the conduit for information and communication flows, the principal planner and goal setter, the team developer, motivator, and conflict resolver, and so forth. Without the commitment of an energetic project leader, it is very unlikely the project will be successfully completed.

4.2 ***Distinguish between the role of a manager and the characteristics of a leader.*** The manager's role in an organization is characterized as one of positional authority. Managers receive titles that give them the right to exercise control over the behavior of others, they focus more on the administration and

organization of the project, and they seek efficiency and maintaining the status quo. Leaders focus on interpersonal relationships, developing and inspiring others with their vision of the project and the future. They embrace change, motivate others, communicate by word and deed, and focus on the effectiveness of outcomes and long-term risk taking.

4.3 ***Understand the key behaviors in which project leaders engage to support their projects.*** There are four critical activities in which project leaders must engage in order to support their projects. These behaviors include: 1) efforts to acquire project resources, 2) motivating and building their teams, 3) having a vision and "fighting fires", and 4) communicating effectively with various stakeholder groups for the benefit of the project.

4.4 ***Recognize traits that are strongly linked to effective project leadership.*** Several leadership traits are strongly linked to effective project leadership, including (1) credibility or honesty, (2) problem-solving abilities, (3) tolerance for complexity and ambiguity, (4) flexibility in managing subordinates, (5) communication skills, (6) creativity, (7) decision-making abilities, (8) experience, (9) the ability to work well through the project team, and (10) strong influencing skills.

4.5 ***Identify the key roles project champions play in project success.*** Champions are those individuals within an organization who identify with a new project, win all the resources at their command to support it, and overcome all obstacles to ensure its acceptance. Champions are risk takers because they are willing to work persistently in the face of resistance or hostility to their idea from other members of the organization. Research supports the contention that projects with an identifiable champion are more likely to be successful than those without. Among the traditional roles that champions play are those of technical understanding, leadership, coordination and control, obtaining resources, and administration. The nontraditional nature of the champion's behavior includes engaging in activities such as being a cheerleader, project visionary, politician, risk-taker, and ambassador, all in support of the project.

4.6 ***Recognize the principles that typify the new project leadership.*** Warren Bennis's idea of the new project leadership is strongly based on relationship management through creating and maintaining a mutual commitment with each member of the project team. The four principles of the new project management include (1) understanding and practicing the power of appreciation regarding each member of the project team, (2) continually reminding people of what is important through keeping focused on the big picture, (3) generating and sustaining trust with each member of the project team, and (4) recognizing that the leader and the led are natural allies, not opponents.

4.7 ***Understand the development of project management professionalism in the discipline.*** As project management has become increasingly popular, its success has led to the development of a core of professional project managers within many organizations. Recognizing the law of supply and demand, we see that as the demand for project management expertise continues to grow, the supply must keep pace. Professionalism recognizes the institutionalization of projects and project management within organizations both public and private. The proliferation of professional societies supporting project management is another indicator of the interest in the discipline.

4.8 ***Recognize the important role ethics plays for successful project leadership.*** Ethics are attempts to [illegible] "to determine the desirable, prioritized ends that are worth pursuing, the right rules and obligations that ought to govern human conduct, the virtuous intentions and character traits that deserve development in life, and to act accordingly." We can think of ethical project behavior as affecting project leaders and their teams in two ways: first, project practitioners' primary responsibility is to society as a whole, so they should maintain professional integrity in their jobs. Second, project practitioners should focus on pursuing projects that are themselves respectful of the rights of stakeholders and society. Unethical project practices include corruption, deliberate deception, kickbacks, and bribery.

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Key Terms

Champion *(p. 133)*
Creative originator *(p. 133)*
Empathy *(p. 129)*
Entrepreneur *(p. 133)*
Ethics *(p. 140)*
Godfather or sponsor *(p. 133)*
Leadership *(p. 122)*
Motivation *(p. 125)*
Professionalism *(p. 139)*
Self-regulation *(p. 129)*

Discussion Questions

4.1 The chapter stressed the idea that project management is a leader-intensive undertaking. Discuss in what sense this statement is true.
4.2 How do the duties of project managers reinforce the role of leadership?
4.3 What are some key differences between leaders and managers?
4.4 Discuss the concept of emotional intelligence as it relates to the duties of project managers. Why are the five elements of emotional intelligence so critical to successful project management?
4.5 Consider the studies on trait theories in leadership. Of the characteristics that emerge as critical to effective leadership, which seem most critical for project managers? Why?
4.6 Consider the profile examples on project leaders Sir John Armitt and Jim Watzin from the chapter. If you were to summarize the leadership keys to their success in running projects, what actions or characteristics would you identify as being critical? Why? What are the implications for you when you are given responsibility to run your own projects?
4.7 Why are project champions said to be better equipped to handle the nontraditional aspects of leadership?
4.8 Consider the discussion of the "new project leadership." If you were asked to formulate a principle that could be applied to project leadership, what would it be? Justify your answer.
4.9 Consider the Odebrecht case (Box 4.3) and its habit of using bribes and kickbacks to secure project contracts. In what ways is this unethical behavior the fault of the firm, and how is it the fault of the customers? How can an organization develop an ethical culture? Discuss this idea in relation to rewards and punishments.

CASE STUDY 4.1

In Search of Effective Project Managers

Pureswing Golf, Inc., manufactures and sells a full line of golf equipment including clubs, golf balls, leisure [illegible] (bags, carts, etc.). The company competes in a highly competitive and fast-paced industry against better-known competitors such as Nike, Taylor Made, Titleist, PING, Callaway, [illegible]. Among the keys to success in the industry are the continuous introduction of new club models, innovative engineering and design, and speed to market. As a smaller company trying to stay abreast of stronger competitors, Pureswing places great emphasis on the project management process to remain profitable. At any time, the company will have more than 35 project teams developing new ideas across the entire product range.

Pureswing prefers to find promising engineers from within the organization and promote them to project manager. It feels that these individuals, having learned the company's philosophy of competitive success, are best equipped to run new product introduction projects. For years Pureswing relied on volunteers to move into project management, but lately it has realized that this ad hoc method for finding and encouraging project managers is not sufficient. The failure rate for these project manager volunteers is over 40%, too high for [illegible] with such [illegible] turnover among the volunteers, successful managers must pick up the slack, and they often manage five or six projects simultaneously. Top management, worried about [illegible] morale, the [illegible] managers has decided that the firm must develop a coordinated program for finding new project managers, including creating a career path in project management within the organization.

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Questions

1. Imagine you are a human resources professional at Pureswing who has been assigned to develop a program for recruiting new project managers. Design a job description for the position.
2. What qualities and personal characteristics support a higher likelihood of success as a project manager?
3. What qualities and personal characteristics would make it difficult to be a successful project manager?

CASE STUDY 4.2

Finding the Emotional Intelligence to Be a Real Leader

Recently Kathy Smith, a project manager for a large industrial construction organization, was assigned to oversee a multimillion-dollar chemical plant construction project in Southeast Asia. Kathy had earned this assignment after completing several smaller construction assignments in North America over the past three years. This was her first overseas assignment and she was eager to make a good impression, particularly given the size and scope of the project. Successfully completing this project would increase her visibility within the organization dramatically and earmark her as a candidate for upper management. Kathy had good project management skills; in particular, she was organized and highly self-motivated. Team members at her last two project assignments used to joke that just trying to keep up with her was a full-time job.

Kathy wasted no time settling in to oversee the development of the chemical plant. Operating under her normal work approach, Kathy routinely required her staff and the senior members of the project team to work long hours, ignoring weekend breaks if important milestones were coming up, and generally adopting a round the-clock work approach for the project. Unfortunately, in expecting her team—made up of [illegible] the individuals on her team. They bitterly resented her overbearing style, unwillingness to consult them on key questions, and aloof nature. Rather than directly confront her however, team members began a campaign of passive resistance to her leadership. They would purposely drag their feet on important assignments or cite insurmountable problems when none in fact existed. Kathy's standard response was to push herself and her project team harder, barraging subordinates with increasingly urgent communications demanding faster performance. To her bewilderment, nothing seemed to work.

The project quickly became bogged down due to poor team performance and ended up costing the project organization large penalties for late delivery. Although Kathy had many traits that worked in her favor, she was seriously lacking in the ability to recognize the feelings and expectations of others and take them into consideration.

Questions

1. Discuss how Kathy lacked sufficient emotional intelligence to be effective in her new project manager assignment.
2. Of the various dimensions of emotional intelli[illegible] contention?

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CASE STUDY 4.3

Volkswagen and Its Project to Cheat Emissions Tests

"Volkswagen obfuscated, they denied, and they ultimately lied."

These were the words of U.S. Attorney General Loretta Lynch, as she set out how the German carmaker would be punished for attempting to willfully mislead U.S. authorities over the emissions produced by its diesel cars. This indictment by the Attorney General capped a long investigation into Volkswagen's (VW) decision to find a way around U.S. emissions testing, opting, instead of redesigning its engines to run more efficiently, to "cook the books" by deliberately creating a system to cheat emissions testing. The story of the scandal represents a serious ethical violation that ran right through the organization, from the CEO down to its design engineers, who were asked to find ways to use unethical means to achieve VW's goals.

The Volkswagen (VW) emissions scandal started in 2006, when VW engineers began designing a new diesel engine for the U.S. market. The U.S. government had been gradually tightening emissions standards, while simultaneously raising fuel economy requirements. The company's supervisors in the engine department realized that they could not deliver an engine with more power while also complying with the governmental emission standards due to enter in force in 2007. Upper management considered their options and decided to ask their engineers to develop a unique software feature that they would bury in the VW's 2.0-liter diesel

(*continued*)

engine software. The code would identify when the car was being tested in a laboratory, such as the controlled settings used to test engine performance, and turn on full emissions controls. In order to deliver a high-performance ride, the code would then turn the emission controls off when the car was back out on the road, leading to higher pollutant emissions. The engines emitted nitrogen oxide pollutants up to 40 times above what is allowed in the U.S. In effect, the software identified the way the engine was being run and delivered two very different levels of engine and emissions performance accordingly.

This "defeat device" software was based on a program developed by VW's subsidiary Audi, which engineers had specifically stated should "absolutely not be used" in the U.S. Knowing they were creating a device that was environmentally harmful was not widely popular within VW. In fact, engineers working on the software were uncomfortable with its implications and several of them raised objections within the organization regarding the propriety of the defeat device as early as 2006, when the software was first being developed. In response, an engineering manager decided that production of the diesel engines should continue, using the device. According to internal documents later acquired under subpoena, this manager also "instructed those in attendance, in sum and substance, not to get caught." The following year more software engineers [illegible] to the [illegible] approved [illegible] decision to press on.

As years passed, the software was continually refined. Engineers, for example, the early software [illegible] settings back to road performance. In fact, several car breakdowns were blamed on the cars remaining in "test" mode while being driven on the road. Supervisors worked with engineers to solve the problem and "encouraged further concealment of the software." The engineers were also told to destroy documents relating to the issue.

The deception was finally revealed when, in 2014, the California Air Resources Board (CARB) approached the company to find out why tests had shown that its cars were emitting up to 40 times the permissible amount of nitrogen oxides when driven on the road. When answers were slow in coming, CARB and the Environmental Protection Agency (EPA) decided to launch a full investigation of the VW diesel engine. Internal documents obtained from VW show that supervisors "determined not to disclose to U.S. regulators that the tested vehicle models operated with a defeat device." Instead, they "decided to pursue a strategy of concealing the defeat device . . . while appearing to cooperate."

The investigation also revealed how VW staff were warned by an in-house lawyer that the authorities were about to circulate a so-called "hold notice," obliging them to retain and preserve documents under their control. To prevent this notification from getting out to the public, VW engineers were told to "check their documents," which several of those present "understood to mean that they should delete their documents." This same message was repeated at several subsequent meetings, and ultimately thousands of documents were deleted.

As the scandal went public, VW's response was to first deny everything, while blaming lower-level employees for the depth of the disaster. For example, the company's former U.S. chief executive, Michael Horn, blamed "a couple of software engineers." Court documents, however, clearly show that dozens of people were involved in the original project and the subsequent cover-up attempts.

How widespread are VW's problems?

To understand how very serious this issue is for VW, it is important to recognize that the company's strategy for the past decade has been to pursue higher sales of diesel-powered automobiles as a response to the U.S.' tighter emissions controls and fuel economy standards. Their major push to sell diesel cars in the U.S. was backed by a huge marketing campaign purposely advertising its [illegible] the EPA's findings [illegible] in the United States [illegible] VW-manufactured Audi A3, and the VW models Jetta, Beetle, Golf, and Passat. However, VW has admitted that about [illegible] million [illegible] including [illegible] in Europe, are fitted with [illegible] device." As a result, what started in the United States has spread to a growing number of countries. The UK, Italy, France, South Korea, Canada, and Germany, have opened investigations. Throughout the world, politicians, regulators, and environmental groups are questioning the legitimacy of VW's emissions testing.

In 2016, VW announced that it would recall 8.5 million cars in Europe, including 2.4 million in Germany and 1.2 million in the UK, in addition to the 500,000 in the United States as a result of the emissions scandal. The company's share price has fallen by about a third since the scandal broke. Its CEO and Chairman, Martin Winterkorn, resigned in the fall of 2015, acknowledging that the company had "broken the trust of our customers and the public" and claiming he was "stunned that misconduct on such a scale was possible in the Volkswagen Group." Matthias Mueller, the former boss of Porsche, replaced Mr. Winterkorn as head of the company. Upon taking up his new post Mr. Mueller said, "My most urgent task is to win back trust for the Volkswagen Group—by leaving no stone unturned." Other

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executives chimed in too. VW America boss Michael Horn stated, "We've totally screwed up."

With VW recalling millions of cars worldwide, it had to set aside $6.5 billion to cover costs. That resulted in the company posting its first quarterly loss for 15 years of nearly $3 billion in late October 2015. The company has reached an agreement with the U.S. government to pay $14.7 billion in fines for its role in the diesel emissions violations, with the likelihood of even more penalties to come. The EPA has the power to fine a company up to $37,500 for each vehicle that breaches standards—a maximum fine of about $18 billion. According to VW, "The costs of possible legal action by car owners and shareholders cannot be estimated at the current time."

Postscript

It turns out that Volkswagen is not the only cheater. The scandals that plagued Volkswagen have broadened, as several Japanese firms are now admitting a systematic culture of cheating. In May 2016, Mitsubishi president Tetsuro Aikawa announced he would step down following his company's admission to cheating fuel efficiency tests, something that dates back to 1991 when Japan introduced new regulations. Elsewhere, two other Japanese carmakers now have their names involved in the controversy. Suzuki has also announced "discrepancies" in fuel economy and emissions testing of 16 Japanese market models. Nissan, meanwhile, has faced accusations from South Korea that some of its UK-made Qashqais have defeat devices fitted to their engines. The South Korean government apparently plans to fine Nissan nearly $1 million, but the Japanese company firmly denies any wrongdoing. Investigations are still ongoing.[41]

Questions

1. How do you think Volkswagen executives could justify this behavior? How do you think the actions of the Japanese automakers influenced VW's decision-making?
2. How would you personally respond if you were a member of a project team developing a device that was designed to cheat environmental testing? What if you were the sole support for a large family with three children in college?
3. Is there a "moral" to this story for you? What would that moral be?

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CASE STUDY 4.5
Problems with John

John has been employed for the past 15 years by a large [illegible] still considered [illegible] corporation in the Midwest. John was hired into the division during the Clinton years when many people were being brought onto the payroll. John had not completed his engineering degree, so he was hired as a drafter. Most of the other people in his department who were hired at the time had completed their degrees and therefore began careers as associate engineers. Over the years, John has progressed through the ranks to the classification of engineer. Many of the employees hired at the same time as John have advanced more rapidly because the corporation recognized their engineering degrees as prerequisites for advancement. Years of service can be substituted, but a substantial number of years is required to offset the lack of a degree.

John began exhibiting signs of dissatisfaction with the corporation in general several years ago. He would openly vent his feelings against nearly everything the corporation was doing or trying to do. However, he did not complain about his specific situation. The complaining became progressively worse. John started to exhibit mood swings. He would be extremely productive at [illegible] periods. [illegible] productivity during these times, John would openly surf the Internet for supplies for a new home repair project or for the most recent Dilbert comics. His fellow employees were hesitant to point out to management when these episodes occurred. Most of the team members had been working together for the entire 15 years and had become close friends. This is why these nonproductive episodes of John's were such a problem; no one on the team felt comfortable pointing the problem out to higher management. As time progressed and John's friends evolved into his managers while he remained at lower salary grades, John's mood swings grew more dramatic and lasted longer.

During the most recent performance appraisal review, John's manager (a friend of his) included a paragraph concerning his "lack of concentration at times." This was included because of numerous comments made by John's peers. The issue could no longer be swept under the rug. John became irate at the review feedback and refused to acknowledge receipt of his performance appraisal. His attitude toward his teammates

(continued)

became extremely negative. He demanded to know who had spoken negatively about him, and his work output diminished to virtually nothing.

Analysis of the Problem

Clearly John has not been happy. To understand why, the history of his employment at this company needs to be looked at in greater detail. The group of coworkers that started together 15 years earlier all had similar backgrounds and capabilities. A group of eight people were all about 22 years old and had just left college; John was the only exception to this pattern as he still needed two years of schooling to finish his engineering degree. All were single and making good money at their jobs. The difference in salary levels between an associate engineer and a draftsman was quite small. Figure 4.5 shows the salary grade classifications at this corporation.

This group played softball together every Wednesday, fished together on the weekends, and hunted elk for a week every winter. Lifelong bonds and friendships were formed. One by one, the group started to get married and begin families. They even took turns standing up for each other at the weddings. The wives and the children all became great friends, and the fishing trips were replaced with family backyard barbecues.

Meanwhile, things at work were going great. All these friends and coworkers had very strong work ethics and above-average abilities. They all liked their work [illegible] and the [illegible] on [illegible] effort and ability meant rewards and advancement for those involved. However, since John had not yet completed his degree as he had planned, his promotional [illegible] did not [illegible] those of his friends. The differences in salary and responsibility started to expand at a rapid rate. John started to become less satisfied.

This large corporation was structured as a functional organization. All mechanical engineers reported to a functional department manager. This manager was aware of the situation and convinced John to go back for his degree during the evenings. Although John had good intentions, he never stayed with it long enough to complete his degree. As John's friends advanced more quickly through the corporation, their cars and houses also became bigger and better. John's wife pressured him to keep up with the others, and they also bought a bigger house. This move meant that John was living above his means and his financial security was threatened.

Until this point, John had justified in his mind that the corporation's policies and his functional manager were the source of all his problems. John would openly vent his anger about this manager. Then a drastic change took place in the corporation. The corporation switched over to a project team environment and eliminated the functional management. This meant that John was now reporting directly to his friends.

Even though John now worked for his friends, company policy was still restrictive and the promotions did not come as fast as he hoped. The team leader gave John frequent cash spot awards and recognition in an attempt to motivate him. John's ego would be soothed for a short time, but this did not address the real problem. John wanted money, power, and respect, and he was not satisfied because those around him had more. Although he was good at what he did, he was not great at it. He did not appear to have the innate capability to develop into a leader through expert knowledge or personality traits. Additionally, due to the lack of an engi[illegible] [illegible] [illegible] [illegible] time in grade. By now, John's attitude had deteriorated to the point where it was disruptive to the team and something had to be d[illegible]. The team leader had to help [illegible] [illegible] had to lose [illegible] of the [illegible]. His detailed history is relevant because it helps to explain how John's attitude slowly deteriorated over a period of time. At the start of his career, John was able to feel on a par with his peers. When everyone was young and basically equal, he knew that he had the respect of his friends and coworkers. This allowed John to enjoy a

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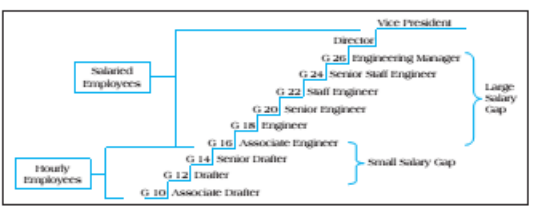


FIGURE 4.5 Salary Grade Classifications at This Corporation

sense of self-esteem. As time passed and he gave up in his attempt at the college degree, he lost some of his self-esteem. As the gap grew between his friends' positions in the company and his position in the company, he perceived that he lost the esteem of others. Finally, when he became overextended with the larger home, even his basic security was threatened. It is difficult to maintain a level of satisfaction in this situation. The problem was now distracting the team and starting to diminish their efforts and results. Because of the friendships, undue pressure was being placed on the team as they tried to protect John from the consequences of his actions.

The team leader had to try to resolve this problem. The challenge was significant: the leader had to attempt to satisfy the individual's needs, the group's needs, and the task needs. When John's individual needs could not be met, the group atmosphere and task completion suffered. It was time for the team leader to act decisively and approach upper management with a solution to the problem.

Possible Courses of Action

The team leader put a lot of thought into his options. Because of the friendships and personal connections, he knew that he could not make this decision lightly. He decided to talk individually to the team members who were John's close friends and then determine the best solution to present to upper management.

After talking with the team members, the team leader developed the following possible courses of action:

1. Do nothing.
2. Bypass company policy and promote John.
3. Talk John into going back to college.
4. Move John to a different project team.
5. Terminate John's employment.

The option to do nothing would be the easiest way out for the team leader, but this would not solve any problems. This decision would be the equivalent of burying one's head in the sand and hoping the problem would go away by itself. Surprisingly, this was a common suggestion from the team members. There appeared to be a hope that the problem could be overlooked, as it had been in the past, and John would just accept the situation. With this option, the only person who would have to compromise was John.

The second option of bypassing company policy and promoting John to a higher level would be a very difficult sell to management. John was recently promoted to a salary grade 18 (his friends were now 24s and 26s). This promotion was achieved through the concerted efforts of his friends and the team leader. The chances of convincing management to approve another promotion so quickly were extremely low. Furthermore, if the team leader was successful at convincing management to promote John, what would the long-term benefits be? John would still not be at the same level as his friends and might not be satisfied for long. Chances were good that this would be only a temporary fix to the problem. After the shine wore off the promotion, John would again believe that his efforts exceeded his rewards. It would be nice to believe that this solution would eliminate the problem, but history seemed to indicate otherwise.

The third option of trying to talk John into going back to college and finishing his engineering degree would be the best solution to the problem, but probably the least likely to occur. If John could complete his degree, there would be no company policies that could obstruct his path. He would then be competing on an even playing field. This would allow him to justifiably receive his advancement and recapture his self-esteem. If he did not receive the rewards that he felt he deserved, he would then have to look at his performance and improve on his weaknesses, not just fall back on the same old excuse. This solution would appear to put John back on the path to job satisfaction, but the problem with it was that it had been tried unsuccessfully several times before. Why would it be different this time? Should the corporation keep trying this approach knowing that failure would again lead to dissatisfaction and produce a severe negative effect on the team? Although this third solution could produce the happy ending that everyone wants to see in a movie, it did not appear to be a likely solution to the process.

The fourth option of relocating John to a different team would be an attempt to break the ties of competition that John felt with his friends and teammates. If he could be followed by his friends as part of a fresh slate with a completely different team, and he would be allowed to save face with his friends. He could tell them of his many accomplishments and the great job that he is doing, while complaining that his new boss is holding him back. Although this could be considered smoke and mirrors, it might allow John the opportunity to see himself in a new light. If he performs at his capabilities, he should be able to achieve the esteem of others and eventually his self-esteem. The team would consider this a victory because it would allow everyone to maintain the social relationships while washing their hands of the professional problems. This option offered the opportunity to make the situation impersonal. It should be clear, however, that this solution would do nothing to resolve the true problem. Although it would allow John to focus his dissatisfaction on someone other than his friends and give him a fresh start to impress his new coworkers, who is to say that the problem would not simply resurface?

The fifth option, termination of employment, would be distasteful to all involved. Nothing to this

(*continued*)

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point had indicated that John would deserve an action this severe. Also, since this option also would sever the social relationships for all involved and cause guilt for all the remaining team members, resulting in team output deteriorating even further, it would be exercised only if other options failed and the situation deteriorated to an unsafe condition for those involved.

Questions

1. As the team leader, you have weighed the pros and cons of the five options and prepared a presentation to management on how to address this problem. What do you suggest?
2. Consider each of the options, and develop an argument to defend your position for each option.
3. What specific leadership behaviors mentioned in this chapter are most relevant to addressing and resolving the problem with John?

Internet Exercises

4.10 Identify an individual you would call a business leader. Search the Web for information on this individual. What pieces of information cause you to consider this individual a leader?

4.11 Go to the Web site www.debian.org/devel/leader and evaluate the role of the project leader in the Debian Project. What is it about the duties and background of the project leader that lets us view him as this project's leader?

4.12 Knut Yrvin functions as the team leader for an initiative to replace proprietary operating systems with Linux-based technology in schools in Norway (the project is named "Skolelinux"). Read his interview at http://lwn.net/Articles/47610/. What clues do you find in this interview regarding [illegible] projects?

4.13 Project champions can dramatically improve the chances of project success, but they can also have some negative [illegible] they are failing badly. Read the article on blind faith posted at www.computerworld.com/s/article/78274/Blind_Faith?taxonomyId=073. What does the article suggest are some of the pitfalls in excessive championing by highly placed members of an organization?

4.14 Search the Web using the key words "construction project corruption." The link: https://www.weforum.org/agenda/2016/02/why-is-the-construction-industry-so-corrupt-and-what-can-we-do-about-it/ identifies several reasons why the construction industry is particularly prone to corruption. Choose a project setting and apply as many of these reasons as you can to that project. Identify the ways that corrupt practices can adversely affect that project.

PMP CERTIFICATION SAMPLE QUESTIONS

4.15 The project manager spends a great deal of her time communicating with project stakeholders. Which of the following represent an example of a stakeholder group for her project?
   a. Top management
   b. Customers
   c. Project team members
   d. Functional group heads
   e. All are project stakeholders

4.16 Effective leadership involves all the following, except:
   a. Managing oneself through personal time management, stress management, and other activities
   b. Managing team members through motivation, delegation, supervision, and team building
   c. Maintaining tight control of all project resources and providing information to team members only as needed
   d. Employing and utilizing project champions where they can benefit the project

4.17 A project manager is meeting with his team for the first time and wants to create an environment in which relationships [illegible] the following, [illegible] consider applying [illegible] partnership with his team?
   a. The right to say no
   b. [illegible]
   c. [illegible]
   d. Absolute honesty
   e. All are necessary to create a partnership

4.18 Joan is very motivated to create a positive project experience for all her team members and is reflecting on some of the approaches she can take to employ leadership, as opposed to simply managing the process. Which of the following is an example of a leadership practice she can use?
   a. Focus on plans and budgets
   b. Seek to maintain the status quo and promote order
   c. Energize people to overcome obstacles and show personal initiative
   d. Maintain a short-term time frame and avoid unnecessary risks

4.19 Frank has been learning about the effect of emotional intelligence on his ability to lead his project effectively. Which of the following is *not* an example of the kind of emotional intelligence that can help him perform better?
   a. Self-awareness and self-regulation
   b. Motivation
   c. Social skills
   d. Results orientation (work to get the job done)

4.20 What is the PRIMARY objective of the project manager?
   a. To follow PMI's processes and get certified
   b. To amaze the customer

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c. To deliver maximum value to the organization
d. To deliver the agreed upon scope of the project within the time and budget constraints

4.21 The best way you can help your project as its leader is to:
a. Manage an open and active communication network among all key stakeholders
b. Present your team with a clear vision of the critical nature of the project and your goals for it
c. Develop motivational techniques that match the needs of each of your team members
d. All of these are critical leadership skills that should be used

4.22 What is the most important function the project manager serves?
a. Communicating
b. Staffing
c. Motivating
d. Rewarding

4.23 An emotional intelligence trait that is critical to effective leadership is:
a. Gate-keeping
b. Empathy
c. Conflict avoidance
d. Team member awareness

4.24 Sarah is a senior manager who, although not part of the project team, has worked actively with members of a critical project, helping them acquire additional resources, coordinating their activities with other senior executives from different departments, and at times serving as an emotional cheerleader to keep the energy and enthusiasm high among the team. What would Sarah's role on the project be considered?
a. Project manager
b. Chief Executive Officer
c. Champion
d. None of these are her role

Answers

4.15. c—Remember that stakeholders are defined as any group, either internal or external, that can affect the performance of the project.

4.16. c—Leadership requires allowing workers to have flexibility, providing them with all relevant information, and communicating project status and other pertinent information.

4.17. c—All of these are necessary characteristics in promoting partnership between the project manager and the team.

4.18. c—Energizing people to overcome obstacles is a critical component of leadership, as opposed to a philosophy of management.

4.19. a—Although results orientation can be a useful element in a project leader's skill set, it is not an example of emotional intelligence, which is often manifested through relationship building with others.

4.20. d—your job as project manager is to complete the project scope within the constraints of time and budget.

4.21. d—the leadership behaviors of vision development, communication, and motivation are all critical to effective project team management.

4.22. a—communicating is the most important function because research suggests that project managers spend 90% of their time communicating.

4.23. b—Empathy is a critical factor in emotional intelligence.

4.24. c—Sarah would be considered a project champion.

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5

Scope Management

Chapter Objectives

After completing this chapter, you should be able to:

5.1 Understand the importance of scope management for project success.
5.2 Understand how conceptual development serves as a critical first stage in scope management.
5.3 Identify the steps in developing the scope statement.
5.4 Identify the elements in the work authorization phase of scope development.
5.5 Identify the various types of information available for scope reporting.
5.6 Demonstrate how control systems and configuration management relate to scope development.
5.7 Discuss why effective scope management includes a project closeout stage.
5.8 Understand how project practices can support the critical goal of sustainability.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER

1. Develop Project Charter (PMBoK sec. 4.1)
2. Plan Scope Management (PMBoK sec. 5.1)
3. Collect Requirements (PMBoK sec. 5.2)
4. Define Scope (PMBoK sec. 5.3)
5. Create WBS (PMBoK sec. 5.4)
6. Validate Scope (PMBoK sec. 5.5)
7. Control Scope (PMBoK sec. 5.6)

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PROJECT PROFILE

Berlin's Brandenburg Willy Brandt International Airport

With the fall of the Berlin Wall in late 1989, the West German government began to relax travel regulations to East Germany. After a year of political upheaval, East Germany became a part of the Federal Republic of Germany. This reunification was intended to be formalized not only in spirit but also in mutually beneficial development of infrastructure to further cement the reunification of the country. With Berlin resuming its role as capital of Germany, the government decided that a large, modern commercial airport closer to the capital was a critical need. The plan rested on the belief that the currently active airports, Tempelhof, Tegel, and Schönefeld, were all currently outdated or soon would be obsolete and were not equipped to support the rising levels of air passenger traffic. In addition, these three airports placed Germany in a uniquely awkward position. They had a total of six runways and were owned and operated by different organizations, each in competition with one another. The reunification project proposed to create a single centralized airport that could support rising air traffic and allow the demolishing or repurposing of the three older airports.

The initial proposal for the airport included a completion date of 2011 and the capacity to handle up to 27 million passengers a year, ensuring that Berlin would become an international hub for Europe. By 2020, it was projected that annual passengers through the airport would reach 35 million. In 2017, Berlin officials announced that the opening was being delayed for *a sixth* time, and the new projected opening date for the airport is sometime in mid-2018. The latest reason for the delay is faulty wiring and problems with the control system for nearly 1,200 automatic doors

throughout the terminal. Coupled with recurring problems with the fire sprinkler system, officials determined that the risks in pushing to open prematurely were simply too high. As a result, an airport that took 15 years of planning and has been in construction for over a decade is still at least a year from opening for air traffic. The original $2.1 billion budgeted cost estimate to complete the airport has tripled to over $7 billion. How did this state-of-the-art project lose its way and become an embarrassing white elephant?

The Berlin Brandenburg Willy Brandt Airport project (named for former German Chancellor Willy Brandt) has suffered from multiple problems during its long development process. One critical problem was the impact of several changes in leadership since the airport's conception in the 1990s, but the most troubling problem with the project team is that the board of directors has not been run by infrastructure specialists. Instead, it has been run by politicians concerned with projecting positive messages and upbeat estimates. Berlin's Mayor Klaus Wowereit was one of Germany's most popular politicians and a prominent fixture in the initial stages of the project. First elected to office in 2001, he resigned his position in 2014, stating that a major reason was due to the embarrassment related to delays in the project, and calling the persistently delayed airport the "biggest failure" of his term in office. Matthias Platzeck replaced Wowereit but soon retired due to health reasons. Rainer Schwarz, the former CEO of the FBB and a U.S.-trained economist known for cost-cutting techniques, was dismissed following a major flaw in the fire detection systems that delayed the first grand opening of the airport. Schwarz was replaced by Hartmut Mehdorn. However, Mehdorn also issued his resignation after speculations about his character that he could no longer tolerate. Currently, Dr. Karsten Mühlenfeld acts as the Chief Executive Officer of the organization developing the airport, the Flughafen Berlin Brandenburg Gmbh (FBB). Dr. Mühlenfeld was a former Chief of Engineering at Rolls-Royce Germany, and there are high hopes he will be able to revitalize the project.

Major Cause of Delays: Faulty Wiring, Bad Judgment, and 800 Fire Spotters

In 2011, as it seemed that the airport was rapidly approaching the point where it could be opened, a team of inspectors conducted a system test of all the electronic wired components, including simulating a fire within the terminal. The results were catastrophic, as some alarms went off, others remained silent, some fire monitors indicated fire in the wrong locations, and smoke evacuation fixtures designed to suck out smoke and replace it with fresh air failed to do either. In an actual fire, the inspectors determined, the main smoke vent might well implode. Confronted with the fire system fiasco, Rainer Schwarz, then chief executive officer of the FBB, downplayed it. Schwarz and his staff told the airport's board of oversight, as well as Stephan Loge, the commissioner who had the final authority to issue the airport an operating license, that they were "working through some issues" but that the situation was under control. Schwarz also appointed an emergency task force to propose solutions that would allow the airport to open on time. In March 2012, the group came up with its unique short-term solution: hiring 800 low-paid workers equipped with cell phones, who would take [illegible] smoke [illegible] fire [illegible] airport [illegible] passengers toward [illegible] [illegible] region [illegible] detectors [illegible] [illegible] that some workers would be stationed near the smoke evacuation channels, where in a fire temperatures could reach 1,000F.

It was, says Martin Delius, "an idiotic plan." Delius is a physicist and member of Berlin's parliament who has conducted an extensive investigation of the airport's troubled infrastructure. "They thought that this would [illegible] [illegible] [illegible]

Introduction: The Importance of Scope Management

LO 5.1 Understand the importance of scope management for project success.

The **project scope** is everything about a project—work content as well as expected outcomes. Project scope consists of naming all activities to be performed, the resources consumed, and the end products that result, including quality standards.[2] Scope includes a project's goals, constraints, and limitations. **Scope management** is the function of controlling a project in terms of its goals and objectives through the processes of conceptual development, full definition, execution, and termination. It provides the foundation upon which all project work is based and is therefore the culmination of predevelopment planning. The process of scope management consists of several distinct activities, all based on creating a systematic set of plans for the upcoming project.

Emmitt Smith, former All-Pro running back for the Dallas Cowboys and member of the Pro Football Hall of Fame, attributes his remarkable success to his commitment to developing and working toward a series of personal goals. He likes to tell the story of his high school days and how they affected his future success. When Smith was a student at Escambia High in Pensacola, Florida, his football coach used to say, "It's a dream until you write it down. Then it's a goal."

For successful projects, comprehensive planning can make all the difference. Until a detailed set of specifications is enumerated and recorded and a control plan is developed, a project is just a dream. In the most general sense, project planning seeks to define what needs to be done, by whom, and by what date, in order to fulfill assigned responsibility.[3] Projects evolve to an operational level, where their development can begin, only after systematic planning—scope management—has occurred. The six main activities are (1) conceptual development, (2) the scope statement, (3) work authorization, (4) scope reporting, (5) control systems, and (6) project closeout.[4] Each of these steps is key to comprehensive planning and project development (see Table 5.1).

This chapter will detail the key components of project scope management. The goal of scope management is maximum efficiency through the formation and execution of plans or systems that leave as little as possible to chance.

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Conceptual Development

LO 5.2 Understand how conceptual development serves as a critical first stage in scope management.

Conceptual development is the process that addresses project objectives by finding the best ways to meet them.[5] To create an accurate sense of conceptual development for a project, the project management team must collect data and develop several pieces of information. Key steps in information development are:

- ***Problem or need statement.*** Scope management for a project begins with a statement of goals: why there is a need in search of a solution, what the underlying problem is, and what the project intends to do. For example, consider the following need statement from a fictitious county:

  > *A 2017 report from the Maryland State Department of Health showed that the township of Freefield ranked among the worst in the state over a five-year average for infant mortality, low birth weight and premature births, late entry into prenatal care, unmarried parents, teen pregnancies, and poverty. A Clarion County health care focus group report identified patterns of poor communication between county families and doctors. There is a need for information gathering and dissemination on childbirth education opportunities, support service availability, preparation for new babies, and postpartum depression. The focus group indicated that the Freefield Public Library could be an important center for collecting this information and directing new parents to resources and materials. To adequately meet this need, the library proposes a grant program to fund expanding its collection and programs in addition to linking it with local primary care health providers and Freefield Memorial Hospital to serve expectant and postpartum mothers and their children.*

- ***Requirements gathering.*** Requirements are the demands, needs, and specifications for a product (project outcome) as outlined by project stakeholders. It is the list of customer needs. Once a problem has been articulated (where we are now), the next step is to determine—in the words of

TABLE 5.1 Elements in Project Scope Management

1. Conceptual Development
Problem statement
Requirements gathering
Information gathering
Constraints
Alternative analysis
Project objectives
Business case
Statement of Work
Project charter
2. Scope Statement
Goal criteria
Management plan
Work Breakdown Structure
Scope baseline
Responsibility Assignment Matrix
3. Work Authorization
Contractual requirements
Valid consideration
Contracted terms
4. Scope Reporting
Cost, schedule, technical performance status
S-curves
Earned value
Variance or exception reports
5. Control Systems
Configuration control
Design control
Trend monitoring
Document control
Acquisition control
Specification control
6. Project Closeout
Historical records
Postproject analysis
Financial closeout

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the customer—where we wish to be. There can be many different types of requirements that an organization collects from a potential customer, including (1) product-related requirements—what features the customer desires the project to possess, (2) quality requirements—the absolute minimum expectations for overall project quality, and (3) performance requirements—the expectations for how well the project performs or the standards it maintains. For example, in gathering requirements for a new automobile development project, Porsche might interview current and former owners of its high-performance cars to determine the levels of quality, price, and performance that customers expect.

It is critical that during requirements gathering, project teams do not overtly or unintentionally substitute their own interpretations for those of the customer. Many project organizations in the IT industry, for example, consider themselves the experts on what new software can do and the ways in which a customer would be expected to use it. In overestimating their own role in requirements gathering, these organizations run the very real risk of creating systems that they imagine customers must have when in reality, they are either not useful or are so overdesigned that customers only use them to the most limited degree. To guard against this situation, we discuss the critical nature of hearing the "voice of the customer" in requirements gathering in Chapter 11.

- ***Information gathering.*** Research to gather all relevant data for the project is the next step. A project can be effectively initiated only when the project manager has a clear understanding of the current state of affairs—specific target dates, alternative supplier options, degree of top management support for the project, and so forth. At any step along the way, project managers should take care that they have not limited their information search. Continuing the above example, suppose that as part of our information gathering we identify five prospective funding sources in the Maryland Department of Health that would be good sources to access for grants. Further, our information search informs us that these grants are competitive and must be submitted by the end of the current calendar year, that we can count on support from local political figures including our state representative and county commissioner, and so forth. All this information must be factored into the program proposal and used to shape it.
- ***Constraints.*** In light of the goal statement, project managers must understand any restrictions that may affect project development. Time constraints, budget shrinkages, and client demands can all become serious constraints on project development. Referring back to the health grant example, some important constraints that could affect our ability to develop the grant application in time could be the need to find a medical professional to serve as the grant's principal author, concern with statewide budgets and a withdrawal of support for community initiatives such as this one, and the need for a knowledgeable person within the library willing to serve as the primary collector of the prenatal and postnatal health care information.
- ***Alternative analysis.*** Problems usually offer alternative methods for solution. In project management, alternative analysis consists of first clearly understanding the nature of the problem [illegible] tions: it provides the team with a clearer understanding of the project's characteristics, and it offers a choice of approaches for addressing how the project should be undertaken. It may be as a result of alternative analysis that an innovative or novel project development [illegible] conducting sufficient screening for more efficient or effective options.
- ***Project objectives.*** Conceptual development concludes with a clear statement of the final objectives for the project in terms of outputs, required resources, and timing. All steps in the conceptual development process work together as a system to ultimately affect the outcome. When each step is well done, the project objectives will logically follow from the analysis. In our health care example above, final objectives might include specific expectations, such as receiving a $100,000 grant to support collection services and printing costs, and holding information sessions and seminars with health care providers. These seminars would begin within a 90-day window from the administration of the grant. Library collections and subscriptions would be enhanced by 25% in this area. In this way, the problem or need statement is the catalyst that triggers a series of cascading steps from motive for the project through to its intended effects.
- ***Business case.*** The **business case** is the organization's justification for committing to the project. Whenever a company intends to commit capital or its resources to a project, it should be clearly in support of a demonstrable business need. For example, it would make little sense for an IT organization like Google to develop a residential construction project unless a clear link could be made between the project and Google's strategic goals and business activities. The project business case should (1) demonstrate the business need for a given project, (2) confirm the project is feasible before expending significant funding, (3) consider the strategic internal and external forces affecting the project (refer to the TOWS matrix discussion from Chapter 2), (4) assess and compare the costs (both monetary and nonmonetary) of choosing

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the project over other courses of action, and (5) provide time estimates for when we expect to be spending investment money on the project.

The business case is usually a carefully prepared document that highlights financial commitments, justification for undertaking the project, costs of doing the project, and most importantly, *risks from not doing the project*. For example, in the Maryland county example we could build a business case that argues that because of the systemic problems with infant mortality in Freefield Township, it is imperative not to delay action on this grant opportunity because failure to act will continue to result in higher levels of infant health problems in the county. A strong business case explores all feasible approaches to a given problem and enables business owners to select the option that best serves the organization. In short, the business case is the company's (or project sponsor's) best argument for undertaking a project.

Conceptual development begins with the process of reducing the project's overall complexity to a more basic level. Project managers must set the stage for their projects as completely as possible by forming problem statements in which goals and objectives are clearly stated and easily understood by all team members.

Many projects that are initiated with less than a clear understanding of the problem the project seeks to address far exceed their initial budgets and schedules. At base level, this problem is due to the vague understanding among team members as to exactly what the project is attempting to accomplish. For example, a recent information technology project was developed with the vague goal of "improving billing and record-keeping operations" in a large insurance firm. The IT department's interpretation of that goal was to develop a project that provided a complex solution requiring multiple interactive screens, costly user retraining, and the generation of voluminous reports, in fact the organization simply wanted a streamlined link between the billing function and end-of-month reporting. Because the problem was articulated vaguely, the IT department created an expensive system that was unnecessarily complex. In reality, the optimal project solution begins with creating a reasonable and complete problem statement to establish the nature of the project, its purpose, and a set of concrete goals.

A complete understanding of the problem must be generated so that the projects themselves will be successful in serving the purpose for which they are created. A key part of the problem statement is [illegible] project team [illegible] project [illegible] properly in a project plan that is [illegible] effect.

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To be effective, problem statements should be kept simple and be based on clearly understood needs in search of solutions. For example, a clear project goal such as "improve the processing speed [illegible] by [illegible] than [illegible] [illegible] team [illegible] [illegible] [illegible] [illegible] [illegible] the computer [illegible] goals provides a [illegible] that the team can revisit when inevitable problems occur over the course of project development. On the other hand, project goals that are vague or excessively optimistic—such as "improve corporate profitability while maintaining quality and efficiency of resources"—may sound good, but do not provide clear reference points for problem solving.

THE STATEMENT OF WORK

The impetus to begin a project is often the result of a Statement of Work. The **Statement of Work (SOW)** is a detailed narrative description of the work required for a project.[6] Useful SOWs contain information on the key objectives for the project, a brief and general description of the work to be performed, expected project outcomes, and any funding or schedule constraints. Typically, in the case of the latter it is difficult to present schedule requirements past a gross level that may only include starting and ending dates, as well as any major milestones.

An SOW can be highly descriptive, as in the case of a U.S. Department of Defense Request for Proposal (RFP) for a new Army field communication device that is "no greater than 15 inches long by 15 inches wide by 9 inches deep, can weigh no more than 12 pounds, has a transmitting and receiving range of 60 miles, must remain functional after being fully immersed in water for 30 minutes, and can sustain damage from being dropped at heights up to 25 feet." On the other hand, an SOW can be relatively general, merely specifying final performance requirements without detailed specifics. The purpose of the SOW is to give the project organization and the project manager specific guidance on both work requirements and the types of end results sought once the project is completed.

A Statement of Work is an important component of conceptual development, as it identifies a need within the firm or an opportunity from an outside source such as the commercial market. Some elements in an effective SOW include:

1. ***Introduction and background***—a brief history of the organization or introduction to the root needs that led to the need to initiate a project. Part of the introduction should be a problem statement.
2. ***Technical description of the project***—an analysis, in clear terms, of the envisioned technical capabilities of the project or technical challenges the project is intended to resolve.
3. ***Time line and milestones***—a discussion of the anticipated time frame to completion and key project deliverables (outcomes).

A useful Statement of Work should clearly detail the expectations of the project client, the problems the project is intended to correct or address, and the work required to complete the project.

For example, the U.S. Federal Geographic Data Committee recently developed an SOW for purchasing commercial services from government or private industry as an independent contractor. The Statement of Work contained the following components:

1. ***Background***—describes the project in very general terms; discusses why the project is being pursued and how it relates to other projects. It includes, as necessary, a summary of statutory authority or applicable regulations and copies of background materials in addenda or references.
2. ***Objectives***—provide a concise overview of the project and how the results or end products will be used.
3. ***Scope***—covers the general scope of work the contractor will be performing.
4. ***Tasks or requirements***—describe detailed work and management requirements, and also spell out more precisely what is expected of the contractor in the performance of the work.
5. ***Selection criteria***—identify objective standards of acceptable performance to be provided by the contractor.
6. ***Deliverables or delivery schedule***—describes what the contractor shall provide, details the contractor's responsibilities, and identifies any specialized expertise and services, training, [illegible] the [illegible] delivery, the quantities, and the [illegible] deliverables. Finally, it describes the delivery schedule in calendar days from the date of the award.
7. ***Security***—states the appropriate security requirement, if necessary, for the work to be done.
8. ***Place of performance***—states where the work is to be performed by the government, by the contractor, or [illegible]
9. ***Period of performance***—specifies the performance period for completion of the contracted project.

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Notice how the Statement of Work moves from the general to the specific, first articulating the project's background, including a brief history of the reasons the project is needed, and then identifying the component tasks before moving to a more detailed discussion of each task objective and the approach necessary to accomplish it.[7]

A more detailed example of a generic Statement of Work is shown in Table 5.2. The SOW covers the critical elements in a project proposal, including description, deliverables, resource requirements, risks, expected outcomes, estimated time and cost constraints, and other pending issues. Table 5.2 can serve as a standard template for the construction of a reasonably detailed SOW for most projects.

TABLE 5.2 Elements in a Comprehensive Statement of Work

Date Submitted	
Revision Number	
Project Name	
Project Identification Number	
SOW Prepared by:	

TABLE 5.2 Elements in a Comprehensive Statement of Work (*continued*)

1. **Description and Scope**
   a. Summary of work requested
   b. Background
   c. Description of major elements (deliverables) of the completed project
   d. Expected benefits
   e. Items not covered in scope
   f. Priorities assigned to each element in the project
2. **Approach**
   a. Major milestones/key events anticipated

Date	Milestone/Event

   b. Special standards or methodologies to be observed
   c. Impact on existing systems or projects
   d. Assumptions critical to the project
   e. Plans for status report updates
   f. Procedures for changes of scope or work effort
3. **Resource Requirements**
   a. Detailed plan/rationale for resource needs and assignments

Person	Role and Rationale

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   b. Other material resource needs (hardware, software, materials, money, etc.)
   c. Expected commitments from other departments in support
   d. Concerns or alternatives related to staffing plan
4. **Risks and Concerns**
   a. Environmental risks
   b. Client expectation risks
   c. Competitive risks
   d. Risks in project development (technical)
   e. Project constraints
   f. Overall risk assessment
   g. Risk mitigation or abatement strategies
5. **Acceptance Criteria**
   a. Detailed acceptance process and criteria
   b. Testing/qualification approach
   c. Termination of project
6. **Estimated Time and Costs**
   a. Estimated time to complete project work
   b. Estimated costs to complete project work
   c. Anticipated ongoing costs
7. **Outstanding Issues**

The Statement of Work is important because it typically serves as the summary of the conceptual development phase of the project plan. Once armed with the SOW, the project manager can begin moving from the general to the more specific, identifying the steps necessary to adequately respond to the detailed SOW.

THE PROJECT CHARTER

After a comprehensive SOW has been developed, many organizations establish a project charter. The **project charter** is defined as a document issued by the project initiator or sponsor that formally sanctions the existence of the project and authorizes the project manager to begin applying organizational resources to project activities.[8] In effect, a charter is created once the project supporters have done the needed homework to verify that there is a business case for the project, that they fully understand the elements of the project (as demonstrated through the SOW), and have applied more company-specific information for the project as it begins. The project charter demonstrates formal company approval of the project, and this can only occur when all necessary information during conceptual development has been satisfied. For some organizations the formal signoff of the SOW constitutes the project charter, while other organizations require that a separate document be created. An example of a project charter is shown in Appendix 5.1 at the end of this chapter.

PROJECT PROFILE

Statements of Work: Then and Now

Modern weapon systems have traditionally contained many more specifications and greater detailed SOWs than those of the past. Contrast the Army Signal Corps' SOW for the Wright Brothers' "heavier-than-air flying machine" in 1908 to the Air Force's SOW for the Joint Strike Fighter (F-35), originally approved in 2001. The requirements in the 1908 SOW—for example, that the plane be easily taken apart for transport in Army wagons and be capable of being reassembled in an hour—and other contract conditions were specified on one page. The requirements section in the 2001 SOW for the F-35 is nearly 100 pages long, with more than 300 paragraphs of requirements. Today's SOWs are much more complex and require greater attention to detail. Perhaps because the products are increasingly elaborate, the equipment and materials are [illegible] and the [illegible] are [illegible] much greater [illegible]

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The Scope Statement

LO 5.3 Identify the steps in developing the scope statement.

The **scope statement**, the heart of scope management, reflects a project team's best efforts at creating the documentation and approval of all important project parameters prior to proceeding to the development phase.[10] Key steps in the scope statement process include:

- ***Establishing the project goal criteria.*** Goal criteria include cost, schedule, performance and deliverables, and key review and approval "gates" with important project stakeholders (particularly the clients). **Deliverables** are formally defined as "any measurable, tangible, verifiable outcome, result, or item that must be produced to complete a project or part of a project." The goal criteria serve as the key project constraints and targets around which the project team must labor.
- ***Developing the management plan for the project.*** The management plan consists of the organizational structure for the project team, the policies and procedures under which team members will be expected to operate, their appropriate job descriptions, and a well-understood reporting structure for each member of the team. The management plan is essentially the project's bureaucratic step that creates control systems to ensure that all team members know their roles, their responsibilities, and professional relationships.
- ***Establishing a Work Breakdown Structure.*** One of the most vital planning mechanisms, the **Work Breakdown Structure (WBS)**, divides the project into its component substeps in order to begin establishing critical interrelationships among activities. Until a project has gone through the WBS, it is impossible to determine the relationships among the various activities (which steps

must precede others, which steps are independent of previous tasks, and so on). As we will see, accurate scheduling can begin only with an accurate and meaningful Work Breakdown Structure.

- ***Creating a scope baseline.*** The **scope baseline** is a document that provides a summary description of each component of the project's goal, including basic budget and schedule information for each activity. Creation of the scope baseline is the final step in the process of systematically laying out all pre-work information, in which each subroutine of the project has been identified and given its control parameters of cost and schedule.

THE WORK BREAKDOWN STRUCTURE

When we are first given a project to complete, the task can seem very intimidating. How do we start? Where should we first direct our efforts? One of the best ways to begin is to recognize that any project is just a collection of a number of discrete steps, or activities, that together add up to the overall deliverable. There is no magic formula; projects get completed one step at a time, activity by activity.

According to the Project Management Body of Knowledge, 5th Edition (PMBoK), a Work Breakdown Structure (WBS) is "a hierarchical decomposition of the total scope of work to be carried out by the project team to accomplish the project objectives and create the project deliverables." To rephrase this PMBoK definition, the Work Breakdown Structure is a process that sets a project's scope by breaking down its overall mission into a cohesive set of synchronous, increasingly specific tasks.[11] The result is a comprehensive document reflecting this careful work.

The WBS delineates the individual building blocks that will construct the project. Visualize the WBS by imagining it as a method for breaking a project up into bite-sized pieces, each representing a step necessary to complete the overall project plan. It can be challenging at the project's start to envision all the elements or component tasks needed to realize the project's success, but the effort to drill down into the various activities at the task level actually can reinforce the overall picture of the project.

Consider the simple case of a student team working together on a term paper and final presentation for a college seminar. One of the first steps in the process of completing the assignment consists of breaking the project down into a series of tasks, each of which can be allocated to a member or members of the student team. The overall project consisting of specific products—a final paper and presentation—can be easily broken down by thinking it through and identifying the tasks:

Task One: Refine topic

Task Two: Assign library research responsibilities

Task Three: Develop preliminary outline of paper/presentation

Task Four: Assign team member to begin putting presentation together

Task Five: Begin producing drafts of paper

Task Six: Proofread and correct drafts

Task Seven: Refine class presentation

Task Eight: Turn in paper and make classroom presentation

A WBS could go much further in defining a project's steps; this example is intended only to give you a sense of the logic employed to reduce an overall project to a series of meaningful action steps. You will see in subsequent chapters that these same action steps are later evaluated in order to estimate the amount of time necessary to complete them.

The logic of WBS is shown visually in Figure 5.1. Rather than giving a starting date and an end goal, the diagram provides a string of checkpoints along the way. These checkpoints address the specific steps in the project that naturally lead from the start to the logical conclusion. The WBS allows you to see both the trees and the forest, so you can recognize on many levels what it will take to create the completed project.

PURPOSES OF THE WORK BREAKDOWN STRUCTURE

The WBS serves six main purposes:[12]

1. ***It echoes project objectives.*** Given the mission of the project, a WBS identifies the main work activities that will be necessary to accomplish this goal or set of goals. What gets mentioned in the WBS is what gets done on the project.

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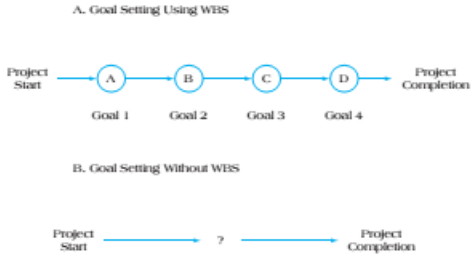


FIGURE 5.1 Goal Setting With and Without Work Breakdown Structures (WBS)

2. ***It is the organization chart for the project.*** Organization charts typically provide a way to understand the structure of a firm (who reports to whom, how communication flows evolve, who has responsibility for which department, and so forth). A WBS offers a similar logical structure for a project, identifying the key elements (tasks) that need attention, the various subtasks, and the logical flow from activity to activity.
3. ***It creates the logic for tracking costs, schedule, and performance specifications for each element in the project.*** All project activities identified in the WBS can be assigned their own budgets and performance expectations. This is the first step in establishing a comprehensive method for project control.
4. ***It may be used to communicate project status.*** Once tasks have been identified and responsibilities for achieving the task goals are set, you can determine which tasks are on track, which are critical and leading, and who is responsible for their status.
5. ***It helps project team members see how their jobs contribute to the WBS and why it is important to break the project into identifiable pieces,*** but it also shows how those pieces fit together in the overall scheme of development. As a result, team members become aware of how their component fits into the project, who is responsible for providing finished work to them, and how their activities will affect the work of the entire project team. Communication flows within the project team, as members wish to make activity transitions as smooth as possible.
6. ***It demonstrates how the project will be controlled.*** The general structure of the project demonstrates the key focus that project control will take on. For example, is the project based on creating a deliverable (new product) or improving a process or service (functional efficiency) within the firm? Either way, the WBS gives logic to the control approach and the most appropriate control methods.

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Let's illustrate the WBS with a simplified example. Consider the case of a large urban hospital that has made the decision to introduce an organization-wide information technology (IT) system for billing, accounts receivable, patient record keeping, personnel supervision, and medical process control. The first step in launching this large installation project is to identify the important elements in introducing the technology. Here is a basic approach to identifying the deliverables in a project to install a new information system for an organization (see Figure 5.2).

1. Match IT to organizational tasks and problems.
2. Identify IT user needs.
3. Prepare an informal proposal to present to top management (or other decision makers) for IT acquisition.
4. Seek and hire an IT consultant.
5. Seek staff and departmental support for the IT.
6. Identify the most appropriate location within the organization for the IT hardware to be located.
7. Prepare a formal proposal for IT introduction.

8. Undertake a request for proposals (RFPs) from IT vendors.
9. Conduct a pilot project or a series of pilot projects using different IT options.
10. Enter a contract for purchase.
11. Adopt and use IT technology.

For simplicity's sake, Figure 5.2 identifies only the first-level tasks involved in completing this project. Clearly, each of the 11 steps in the flowchart in Figure 5.2 has various supporting subtasks associated with it. For example, step 2, identifying IT user needs, might have three subtasks:

1. Interview potential users.
2. Develop presentation of IT benefits.
3. Gain user "buy-in" to the proposed system.

Figure 5.3 illustrates a partial WBS, showing a few of the tasks and subtasks. The logic across all identified tasks that need to be accomplished for the project is similar.

We do not stop here but continue to flesh out the WBS with additional information. Figure 5.4 depicts a more complete WBS to demonstrate the logic of breaking the project up into its component pieces. The 1.0 level shown in Figure 5.4 identifies the overall project. Underneath this level are the major deliverables (e.g., 1.2, 1.3, etc.) that support the completion of the project. Underneath these deliverables are the various "work packages" that must be completed to conclude the project deliverables.

Work packages are defined as WBS elements of the project that are isolated for assignment to "work centers" for accomplishment.[13] Just as atoms are the smallest, indivisible units of matter in physics, work packages are the indivisible components of a WBS. That is, work packages are the lowest level in the WBS, composed of short-duration tasks that have a defined beginning and end, are assigned costs, and consume some resources. For example, in the 1.2 level of identifying IT user needs (a deliverable), we need to perform three supporting activities: (1) interviewing potential users, (2) developing a presentation of IT benefits, and (3) gaining user "buy-in" to the system. This next level down (1.2.1, 1.2.2, etc.) represents the work packages that are necessary to complete the deliverable.

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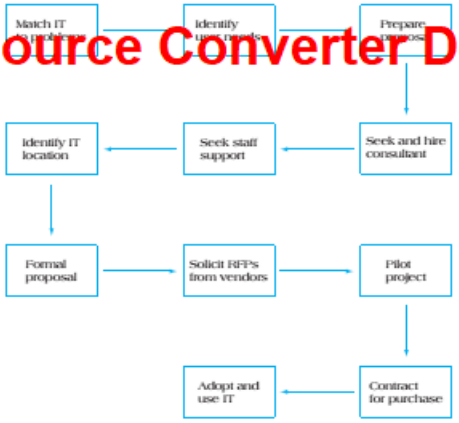


FIGURE 5.2 IT Installation Flowchart

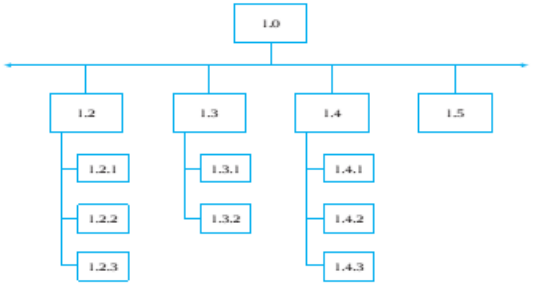


FIGURE 5.3 Partial Work Breakdown Structure

Sometimes confusion arises as to the distinction made between "work package" and "task," as they relate to projects and the development of the WBS. In truth, for many organizations the difference between the terms and their meanings is actually quite small; often they are used interchangeably by the project management organization. The key is to be consistent in applying the terminology, so that it means the same thing within different parts of the organization in regard to both technical and managerial resources.

Overall, for a generic project the logic of hierarchy for WBS follows this form:

Level	WBS Term	Definition
Level 1 (Highest)	Project	The overall project under development
Level 2	Deliverable	The major project components
Level 3	Subdeliverable	Supporting deliverables
Level 4 (Lowest)	Work package	Individual project activities

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Figure 5.4 provides an example of how project activities are broken down and identified at both the deliverable and the work package levels, as well as a brief description of each of these activities. The WBS in that figure also shows a numeric code assigned to each activity. A company's accounting function assigns **WBS codes** to each activity to allocate costs more precisely, to track the activities that are over or under budget, and to maintain financial control of the development process.

Sometimes it is necessary to differentiate between a subdeliverable, as identified in the hierarchical breakdown above, and work packages that are used to support and complete the subdeliverables. Typically, we think of subdeliverables as "rolled-up" summaries of the outcomes of two or more work packages. Unlike work packages, subdeliverables do not have a duration of their own, do not consume resources, and do not have direct assignable costs. Any resources or costs attached to a subdeliverable are simply the summary of all the work packages that support it.

Most organizations require that each deliverable (and usually each of the tasks or work packages contained within) come with descriptive documentation that supports the goals of the project and can be examined as a basis for allowing approval and scheduling resource commitments. Figure 5.5 is a sample page from a task description document, intended to support the project WBS outlined in Figure 5.4. Using work package 1.4.1, "Delegate members as search committee," a comprehensive control document can be prepared. When a supporting document functions as a

Breakdown	Description	WBS	Code
IT Installation Project			**1.0**
Deliverable 1	**Match IT to organizational tasks and problems**		**1.1**
WP 1	Conduct problem analysis	1.1.1	
WP 2	Develop information on IT technology	1.1.2	
Deliverable 2	**Identify IT user needs**		**1.2**
WP 1	Interview potential users	1.2.1	
WP 2	Develop presentation of IT benefits	1.2.2	
WP 3	Gain user "buy-in" to system	1.2.3	
Deliverable 3	**Prepare informal proposal**		**1.3**
WP 1	Develop cost/benefit information	1.3.1	
WP 2	Gain top management support	1.3.2	
Deliverable 4	**Seek and hire IT consultant**		**1.4**
WP 1	Delegate members as search committee	1.4.1	
WP 2	Develop selection criteria	1.4.2	
WP 3	Interview and select consultant	1.4.3	
Deliverable 5	**Seek staff and departmental support for IT**		**1.5**
Deliverable 6	**Identify the appropriate location for IT**		**1.6**
WP 1	Consult with physical plant engineers	1.6.1	
WP 2	Identify possible alternative sites	1.6.2	
WP 3	Secure site approval	1.6.3	
Deliverable 7	**Prepare a formal proposal for IT introduction**		**1.7**
Deliverable 8	**Solicit RFP's from vendors**		**1.8**
WP 1	Develop criteria for selection	1.8.1	
WP 2	Contact appropriate vendors	1.8.2	
WP 3	Select winner(s) and inform losers	1.8.3	
Deliverable 9	**Conduct negotiations for terms of proposal**		**1.9**
Deliverable 10	**Enter a contract for purchase**		**1.10**
Deliverable 11	**Adopt and use IT technology**		**1.11**
WP 1	Initiate employee training sessions	1.11.1	
WP 2	Develop monitoring system for technical problems	1.11.2	

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FIGURE 5.4 Example of a Project WBS

project control device throughout the project's development, it is not prepared in advance and is no longer used once that project step has been completed; in other words, it is a dynamic document. This document also specifies project review meetings for the particular work package as the project moves forward. The task description document must be completed, filed, and revisited as often as necessary to ensure that all relevant information is available.

MS Project 2016 allows us to create a WBS for a project. As we input each project task, we can assign a WBS code to it by using the WBS option under the Project heading. Figure 5.6 gives a sample screen shot of some of the activities identified in the hospital IT project example. Note that we have created a partial WBS for the IT project by using the MS Project WBS option, which also allows us to distinguish between "Project Level" headings, "Deliverable" headings, and "Work Package" headings.

Project Task Description Form

Task Identification

Project Name: IT Installation Project Code: IS02 Project Manager: Williams

WP Name: Delegate members as search committee

WP Code: 1.4.1 WP Owner: Susan Wilson

Deliverables: Assignment of personnel to IT vendor search committee

Revision no.: 3 Date: 10/22/12 Previous revision: 2 (on file)

Resources Required

Labor		Other Resources		
Type	Labor Days	Type	Quantity	Cost
Systems manager	5	Software A	1	$15,000
Senior programmer	3	Facility	N/A	
Hardware technician	2	Equipment	1	$500
Procurement manager	3	Other	N/A	
Systems engineer	5			

Required prerequisites: Deliverables 1.1, 1.2, and 1.3 (on file)

Acceptance tests: None required

Number of working days required to complete task: 5

Possible risk events, which may impair the successful completion of the task: _____

TO BE COMPLETED AFTER SCHEDULING THE PROJECT:

Earliest start on the task: 1/15/13 Earliest finish on the task: 2/15/13

Review meeting according to milestones:

Name of milestone	Deliverables	Meeting date	Participants
Identify IT user needs	IT work requirements	8/31/12	Wilson, Boyd, Shaw
[illegible]	[illegible]	[illegible]	[illegible]

Design approval of the task:

Task Owner: Sue Wilson Signature: _____ Date: _____

Customer contact: Stu Sanders Signature: _____ Date: _____

Project Manager: Bob Williams Signature: _____ Date: _____

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FIGURE 5.5 Project Task Description

THE ORGANIZATION BREAKDOWN STRUCTURE

An additional benefit of creating a comprehensive WBS for a project is the ability to organize the work that needs to be performed into **cost control accounts** that are assignable to various units engaged in performing project activities within the company. The outcome of organizing this material is the **Organization Breakdown Structure (OBS)**. In short, the OBS allows companies to define the work to be accomplished and assign it to the owners of the work packages.[14] The budgets for these activities are then directly assigned to the departmental accounts responsible for the project work.

Suppose, for instance, that our IT project example required the committed resources of three departments—information technology, procurement, and human resources. We want to make certain that the various work packages and their costs are correctly assigned to the person and department responsible for their completion in order to ensure that our cost control for the project can remain accurate and up-to-date. Figure 5.7 shows a visual example of the intersection of our partial

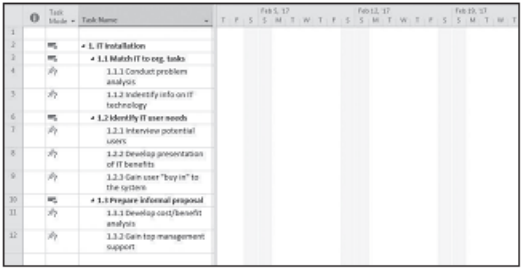


FIGURE 5.6 **Sample WBS Development Using MS Project 2016**

Source: MS Project 2016 by Microsoft Corporation.

WBS with an OBS for our IT installation project. The three departments within the organization are shown horizontally, and the work packages underneath one of the deliverables are shown vertically. Notice that only some of the boxes used to illustrate the intersection are affected, suggesting that for some work packages multiple departments may be involved, each with its own cost accounts, while for other work packages there may be only one direct owner.

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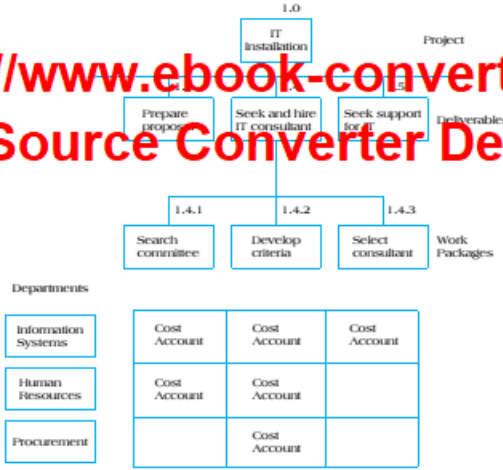


FIGURE 5.7 **The Intersection of the WBS and OBS**

The benefit of using an OBS is that it allows for better initial linking of project activities and their budgets, either at a departmental level or, even more directly, on an individual-by-individual basis, as shown in Figure 5.8. In this case, the direct cost for each work package is assigned to a specific individual responsible for its completion. Figure 5.9 reconfigures the OBS to show the cost account rollups that can be done for each department responsible for a specific work package or project deliverable.

In managing projects, the main point to keep in mind about the scope statement is the need to spend adequate up-front time preparing schedules and budgets based on accurate and reasonable estimation. This estimation can be adequately performed only if project managers have thoroughly worked through the WBS and project goals statements. There are fewer surefire ways to create an atmosphere for project failure than to do a cursory and incomplete WBS. When steps are left out, ignored, or underestimated during the WBS phase, they are then underbudgeted or underestimated in scheduling. The result is a project that will almost certainly have sliding schedules, rapidly inflating budgets, and confusion during the development phase. Much of this chaos can be avoided if the project manager spends enough time with her scope statement to ensure that there are no missing elements.

WBS Code	Budget	Responsibility
1.0	$700,000	Bob Williams, IT Manager
1.1	5,000	Sharon Thomas
1.1.1	2,500	Sharon Thomas
1.1.2	2,500	Dave Barr
1.2	2,750	David LaCouture
1.2.1	1,000	David LaCouture
1.2.2	1,000	Kent Salfi
1.2.3	750	Ken Garrett
1.3	2,000	James Montgomery
1.3.1	2,000	James Montgomery
1.3.2	-0-	Bob Williams
1.3.3	2,000	Ken Garrett
1.4.1	-0-	Susan Wilson
1.4.2	1,500	Susan Wilson
1.4.3	1,000	Cynthia Thibodeau
1.5	-0-	Ralph Spence
1.6	1,500	Terry Kaplan
1.6.1	-0-	Kandra Ayotte
1.6.2	750	Terry Kaplan
1.6.3	750	Kandra Ayotte
1.7	2,000	Bob Williams
1.8	250	Beth Deppe
1.8.1	-0-	Kent Salfi
1.8.2	250	James Montgomery
1.8.3	-0-	Bob Williams
1.9	30,000	Debbie Morford
1.10	600,000	Bob Williams
1.11	54,000	David LaCouture
1.11.1	30,000	David LaCouture
1.11.2	24,000	Kandra Ayotte

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FIGURE 5.8 Cost and Personnel Assignments

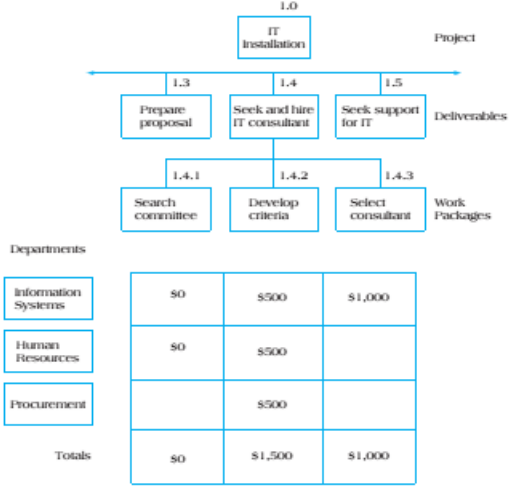


FIGURE 5.9 Cost Account Rollup Using OBS

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THE RESPONSIBILITY ASSIGNMENT MATRIX

To identify team personnel who will be directly responsible for each task in the project's development, a responsibility assignment matrix (RAM) is developed. The RAM is sometimes referred to as a linear responsibility chart. Although it is considered a separate document, the RAM is often developed in conjunction with the WBS for a project. Figure 5.10 illustrates a Responsibility Assignment Matrix for this chapter's example project. Note that the matrix lists not only the member of the project team responsible for each activity, but also the other significant members of the team at each stage, organized according to how that activity requires their support. The RAM identifies where each person can go for task support, who should be notified of the task completion status at each stage, and any sign-off requirements. This tool provides a clear linkage among all project team members and combats the danger of a potential communication vacuum in which project team members perform their own tasks without updating others on the project team.

In developing a project's RAM, managers must consider the relationships between the project team and the rest of the organization as well as those within the project team. Within an organization and outside of it, actions of department heads and external functional managers can affect how members of a project team perform their jobs. Thus, a detailed RAM can help project managers negotiate with functional managers for resources, particularly through detailing the necessity of including various team members on the project.

Working through a RAM allows the project manager to determine how best to team people for maximum efficiency. In developing the document, a project manager has a natural opportunity to assess team members' strengths, weaknesses, work commitments, and availability. Many firms spend a significant amount of money developing and using software to accurately track project activities, but not nearly as many devote time to tracking the ongoing interaction among project team members. A RAM allows project managers to establish a method for coordinating the work activities of team members, realizing the efficiencies that take place as all team members provide support, notification, and approval for each other's project responsibilities.

Deliverable	Task & Code	Lead Project Personnel: Bob IT	David IT	Susan HR	Beth Procurement	James Engineering	Terry Legal
Match IT to Org. Tasks—1.1	Problem Analysis –1.1.1	○	■			☆	□
	Develop info on IT technology –1.1.2	☆	○	■			
Identify IT user needs—1.2	Interview potential users –1.2.1	□		○	☆		
	Develop presentation –1.2.2	○	☆			■	
	Gain user "buy-in" –1.2.3			☆	■	○	
Prepare proposal—1.3	Develop cost/ benefit info –1.3.1	□			○		☆

○ Responsible ☆ Support
■ Notification □ Approval

FIGURE 5.10 Responsibility Assignment Matrix

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PROJECT PROFILE

Defining a Project Work Package

Remember these seven important points about defining a project work package:[15]

1. The work package typically forms the lowest level in the WBS. Although some project may employ the term subtask or activity, for the purposes of this text, we will use the term work package.
2. A work package has a deliverable result. Each work package should have its own outcome. One work package does not summarize or modify another. Together, work packages identify all the work that must be contributed to complete the project.
3. A work package has one owner assigned—a project team member who will be most responsible for that package's completion. Although other team members can provide support as needed, only one person should be directly answerable for the work package.
4. A work package may be considered by its owner as a project in itself. If we adopt the notion that all work packages can be considered miniature projects because they are of finite length and budget and have a specific deliverable, each package owner can view his activities as a microproject.
5. A work package may include several milestones. A **milestone** is defined as a significant event in the project. Depending on the size and complexity of a project work package, it may contain a number of significant checkpoints or milestones that determine its progress toward completion.
6. A work package should fit organizational procedures and culture. Tasks undertaken to support project outcomes should be in accord with the overall cultural norms of the project organization. Performing a work package should never lead a team member to violate company policy (either codified or implicit); that is, assigned activities must pass both relevant legal standards for ethical behavior and also adhere to the accepted behaviors and procedures of the organization.
7. The optimal size of a work package may be expressed in terms of labor hours, calendar time, cost, report period, and risks. All work packages should be capable of being tracked, meaning that they must be structured to allow the project manager to monitor their progress. Progress is usually a measurable concept, delineated by metrics such as time and cost.

Work Authorization

LO 5.4 Identify the elements in the work authorization phase of scope development.

This stage in scope management naturally follows the two previous steps. Once the scope definition, planning documents, management plans, and other contractual documents have been prepared and approved, the **work authorization** step gives the formal go-ahead to commence with the project. Many times work authorization consists of the formal sign-off on all project plans, including detailed specifications for project delivery. In cases of projects developed for external clients, work authorization typically addresses contractual obligations; for internal clients, it means establishing an audit trail by linking all budget and resource requirements to the formal cost accounting system of the organization. Numerous components of contractual obligations between project organizations and clients can exist, but most contractual documentation possesses some key identifiable features:[16]

- *Contractual requirements.* All projects are promised in terms of the specific functionality, or performance criteria, they will meet. This raises two questions: First, what is the definition accepted by both parties of "specific performance"? Second, are the terms of performance clearly understood and identified by both parties?
- *Valid consideration.* What items are voluntarily promised in exchange for a reciprocal commitment by another party? Does the work authorization contract make clear the commitments agreed to by both parties?
- *Contracted terms.* What are excusable delays, allowable costs, and statements of liquidated damages in the case of nonperformance? What are the criteria for inspection? Who has responsibility for correction of defects? What steps are necessary to resolve disputes? Contracted terms typically have clear legal meanings that encourage both parties to communicate efficiently.

A number of contractual arrangements can serve to codify the relationship between a projectorganization and a customer. It is beyond the purview of this chapter to explore the [illegible] of contracts and [illegible] in great detail, but we introduce [illegible] management [illegible] was [illegible] of [illegible] the project scope. From the perspective of the project organization, the most common contracts range from *lump-sum* or **turnkey contracts**, in which the project organization assumes all responsibility for successful performance, to [illegible] contracts, which [illegible] the company's profit [illegible] [illegible]. We will discuss [illegible].

Sometimes it is nearly impossible to determine the likely cost for a project in advance. For example, the sheer technical challenges involved in putting a man on the moon, drilling a tunnel under the English Channel, or developing the Strategic Defense Initiative make the process of estimating project costs extremely difficult. In these cases, it is common for project companies to enter into a cost-plus contract that guarantees them a certain profit, regardless of the cost overruns that may occur during the project development. Cost-plus contracts can be abused; in fact, there have been notorious examples of huge overruns in governmental contracts because the lack of oversight resulted in systematic abuses. However, cost-plus contracts can minimize the risks that a company would incur if it were to undertake a highly technical project with the potential for uncertain outcomes, provided that both parties understand the terms of the agreement, the project organization acts with due diligence, and there is a final audit of the project books.

At the opposite extreme are lump-sum (sometimes referred to as turnkey) contracts in which the contractor is required to perform all work at an initially negotiated price. Lump-sum contracting works best when the parameters of the project are clearly understood by both sides (e.g., a residential construction project) and the attendant costs of the project can be estimated with some level of sophistication. In lump-sum contracts, initial cost estimation is critical; if the original estimate is too low and the contractor encounters unforeseen problems, the project's profit may be reduced or even disappear. The advantage of the lump-sum contract to the customer is that the selected project contractor has accepted the majority of the risk in the project. On the other hand, because cost estimation is so crucial, it is common for initial estimates in

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lump-sum contracts to be quite high, requiring negotiation and rebidding between the contractors and the customer.

The key point about work authorization is grounded in the nature of stated terms for project development. The manager must draw up contracts that clearly stipulate the work agreed to, the nature of the project development process, steps to resolve disputes, and clearly identified criteria for successfully completing the project. This specificity can be especially important when dealing with external stakeholders, including suppliers and clients. Precisely-worded work authorization terminology can provide important assistance for project development downstream. On the other hand, ambiguously stated terms or incorrectly placed milestones may actually provoke the opposite results: disagreements, negotiations, and potentially legal action—all guaranteed to slow project development to a crawl and add tremendous costs to the back end of "completed" projects.

Scope Reporting

LO 5.5 Identify the various types of information available for scope reporting.

At the project's kickoff, the project team and key clients should make decisions about the need for project updates. How many will be required, and how frequently? **Scope reporting** fulfills this function by determining the types of information that will be regularly reported, who will receive copies of this information, and how this information will be acquired and disseminated.

What types of information are available and what may be appropriately reported? Clearly, a wide variety of forms of project reports can be tracked and itemized. Although the concepts will be developed in more detail in subsequent chapters, among the types of project parameter information that are most commonly included in these reports are:[17]

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- Cost status: updates on budget performance
  - Analyses can include any costs, including labor, materials, and overhead.
  - Variances can be tracked by cost element (labor hours, materials, etc.) and by work schedule.
  - Earned value: reporting project status in terms of both cost and time (the budgeted value of work performed, regardless of actual costs incurred)
  - Variance or exception reports: identifying and flagging deviations from performance against planned measures
- Schedule status: updates on schedule adherence
- Technical performance status: updates on technical challenges and solutions

Solid communication between all concerned parties on a project is one of the most important aspects of effective scope reporting. It is necessary to avoid the temptation to limit project status information to only a handful of individuals. Many project teams keep the status of their project secretive even past the point when it has run into serious trouble (see "Project Management Research in Brief" box). Project managers should consider who would benefit from receiving regular project updates and plan their reporting structure appropriately. Some stakeholders who could be included in regular project status reporting are:

- Members of the project team
- Project clients
- Top management
- Other groups within the organization affected by the project
- Any external stakeholders who have an interest in project development, such as suppliers and contractors

All of these groups have a stake in the development of the project or will be affected by the implementation process. Limiting information may save time in the short run, but it can fuel misunderstandings, rumors, and organizational resistance to the project in the long run.

BOX 5.1

Project Management Research in Brief

Information Technology (IT) Project "Death Marches": What Is Happening Here?

Every year, billions of dollars are spent on thousands of information technology (IT) projects worldwide. With the huge emphasis on IT products and advances in software and hardware systems, it is no surprise that interest in this field is exploding. Under the circumstances, we would naturally expect that, given the importance of IT projects in both our corporate and everyday lives, we are doing a reasonably good job of implementing these critical projects, right? Unfortunately, the answer is a clear "no." In fact, IT projects have a terrible track record for delivery, as numerous studies have shown. How bad? The average IT project is likely to be 6 to 12 months *behind* schedule and 50% to 100% *over* budget. Of course, the numbers vary with the size of the project, but the results still suggest that companies should expect their IT projects to lead to wasted effort, enormous delays, burnout, and many lost weekends while laboring for success with the cards stacked the other way.

What we are referring to here are "death march" projects. The death march project is typically one in which the project is set up for failure through the demands or expectations that the company places on it, leaving the intention that the project team will pull off a miracle. The term *death march* invokes images of team members wearily trudging along mile after mile, with no possibility of successful conclusion in sight. Death march projects are defined as projects "whose parameters exceed the norm by at least 50%." In practical terms, this can mean:

- The schedule has been compressed to less than half the amount estimated by a rational estimating process (e.g., the schedule suggests it should take one year to complete the project, but top management shrinks the schedule to six months).
- The project team staffing has been reduced to half the number that normally would be assigned to a project of this size and scope (e.g., a project manager needing 10 resources is instead given only 5).
- The budget and other necessary resources are cut in half (e.g., as a result of downsizing and other cost-cutting exercises in the company, everyone is expected to "do more with less", or competitive bidding to win the contract was so intense that when the smoke cleared the company that won the project did so at such a cut-rate price that it cannot possibly hire enough people to make it work).

The result of any or all of these starting conditions is a virtual guarantee that the project will fail. The prevalence of death march projects begs the question: Why are death march projects so common, and why do they continue to occur? According to the research, there are a number of reasons:

1. Politics—the project may be the result of a power struggle between two ambitious senior executives, or it may have been set up [illegible] the project manager. The project manager is the fall guy if the project fails.
2. Rosy promises made by marketing executives or inexperienced project managers—inexperience can result in all sorts of promises made, including those that are impossible to fulfill. In order to impress the boss, a new project manager may promise more than he can deliver. Marketing managers who are concerned with sales and how to improve them may think, "what's a little exaggeration [illegible] the deal?"
3. Overly optimistic technical plans—this is [illegible] and being particularly costly and dangerous when exaggerated promises that quickly result in the project team getting in over its head. Optimism is no substitute for careful planning.
4. The "start-up" mentality of fledgling entrepreneurial companies—start-up firms come loaded with energy, enthusiasm, and an aggressive, get-it-going attitude. When that mentality translates into projects, however, problems can occur. Entrepreneurial approaches to managing projects may ignore critical planning and detailed advance preparation that no experienced project manager would sacrifice.
5. The "Marine Corps" mentality, aka "real programmers don't need sleep"—this attitude emphasizes bravado as a substitute for evaluation. The hyperoptimistic schedule or budget is not an accident, it is a deliberate manifestation of an aggressive attitude that says, "if you can't handle it, you don't belong here".
6. Intense competition caused by globalization—the appearance of new, international competitors often comes as a rude awakening when it is first experienced. Many firms respond with radical moves that push for rapid technical advances or "catching up" behaviors, resulting in numerous new death march projects.
7. Intense competition caused by the appearance of new technologies—as new opportunities emerge through new technologies, some firms jump into them eagerly without first understanding their capacities, scalability for larger projects, and limitations. The result is an endless game of exploiting "opportunities" without fully comprehending them or the learning curve for using new technologies.
8. Intense pressure caused by unexpected government regulations—government-mandated death march projects occur through a failure of top management to anticipate new regulations or mandates, or worse, to put off any efforts to comply with them until deadlines have already been set, even if they see them coming. New pollution or carbon-energy controls laws, for example, may lead to huge projects with looming deadlines because the company put off any efforts to self-regulate until the last minute.
9. Unexpected and/or unplanned crises—any number of crises can be anticipated with sufficient advance planning. Examples of crises that can severely affect project delivery are the loss of key project team personnel midway through the project's development or the bankruptcy of a key supplier. Some crises, of course, are unpredictable by definition, but all too often the crisis that

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destroys all of the work to date on a project is one that could have been anticipated with a little foresight. The long road back from these disasters will lead to many death marches.

Death march projects are not limited to the IT industry. Indeed, as we consider the list of reasons why death marches occur, we can see similar effects in numerous projects across different industries. The end result is typically the same: massively wasted efforts spent on projects that have been set up to fail by the very conditions under which they are expected to operate. The implications are clear: to avoid setting the stage for future death march projects, we need to start with the end in mind and ask whether the goals and conditions (budget, personnel assigned, and schedule) are conducive to project success, or are we just sowing the seeds of disaster?[18]

Control Systems

LO 5.6 Demonstrate how control systems and configuration management relate to scope development.

A question we might ask is: "How does a project become one year late?" The answer is: "One day at a time." When we are not paying close attention to a project's development, anything can (and usually does) happen. Project control is a key element in scope management. **Control systems** are vital to ensure that any changes to the project baseline are conducted in a systematic and thorough manner. Project managers can use a number of project control systems to track the status of their projects, including:[19]

- ***Configuration control*** includes procedures that monitor emerging project scope against the original baseline scope. Is the project following its initial goals, or are they being allowed to drift as status changes or new circumstances alter the original project intent?
- ***Design control*** relates to systems for monitoring the project's scope, schedule, and costs during the design stage. Chrysler developed Platform Design Teams (PDTs) composed of members from functional departments to ensure that new automobile designs could be immediately evaluated by experts in engineering, production, and marketing. It found that this instantaneous feedback eliminated the time that had been lost when designs were deemed unbuildable by manufacturing organizations that were not fully involved in design decisions.
- ***Trend monitoring*** is a system of tracking the estimate costs, schedules, and resources needed against those planned. Trend monitoring shows significant deviations from norms for any of these important project metrics.
- ***Document control*** ensures that all communication is recorded. Consent to changes in orders, and timely notification of unforeseen conditions, ways of meeting, and anything contractual or legal is documented and distributed. For example, document control would ensure that the minutes of a building committee's deliberations concerning a new construction project are reproduced and forwarded to appropriate oversight groups.
- ***Acquisition control*** monitors systems used to acquire necessary project equipment, materials, or services needed for project development and implementation.
- ***Specification control*** ensures that project specifications are prepared clearly, communicated to all concerned parties, and changed only with proper authorization.

One of the most important pieces of advice for project managers and teams is to establish and maintain a reasonable level of control, including clear lines of authority, *at the start of a project*. Perhaps surprisingly, *reasonable* here means avoiding the urge to overdevelop and overcontrol projects. Project managers' ability to manage day-to-day activities can be hindered by having to handle excessive control system reports—there can simply be too much paperwork. On the other hand, it is equally important not to devalue control systems as taking up too much time. Knowing the right project control systems to use and how often to employ them can eliminate much of the guesswork when dealing with project delays or cost overruns. For example, a recent large office building project brought together a project team composed of groups and contractors relating to the architectural design, the heating, ventilation, and air conditioning (HVAC), the electrical and plumbing work, concrete and steel construction, and facilities management. During meetings early in the project, the combined construction project team agreed to a clear scope for the project and a streamlined control and reporting process that had trend monitoring, configuration, and specification control as the key elements in the project review cycle. Because several of the independent contractors had a long history of working together and had built a level of mutual trust, they reasoned that the

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barest minimum control processes would be preferable. In this example, the team sought a balance in project control processes between the twin errors of excessive and nonexistent control.

CONFIGURATION MANAGEMENT

The Project Management Body of Knowledge, 5th Edition (PMBoK) defines a *configuration management system* as "a collection of formal documented procedures used to apply technical and administrative direction and surveillance to: identify and document the functional and physical characteristics of a product, result, service, or component; control any changes to such characteristics; record and report each change and its implementation status; and support the audit of the products, results, or components to verify conformance to requirements." We can also think of configuration in terms of the project's **baseline**, defined as the project's scope fixed at a specific point in time—for example, the project's scheduled start date. The baseline, therefore, is viewed as the project's *configuration*. Remember that the scope baseline is simply a summary description of the project's original content and end product, including budget and time constraint data. As a result, in simple terms **configuration management** relates to the fact that projects usually consist of component parts, all contributing to the project's functionality. These parts must be individually developed and ultimately assembled, or configured, to produce the final product or service. The role of designing, making, and assembling these components belongs to configuration management. However, because this process often requires several iterations, adjustments, and corrections to get the project right, in practical terms *configuration management is the systematic management and control of project change.*[20]

The management of project changes is most effectively accomplished at the beginning of the project when plans and project scope are first articulated. Why would you want to begin managing change at the point where you are carefully defining a project? The answer is that the need to make significant project changes is usually an acknowledged part of the planning process. Some changes are made as the result of carefully acknowledged need; others emerge almost by accident during the project's development. For example, we may discover at some point during the project's execution that certain technical specifications we designed into the original prototype may not work under specific conditions (e.g., high altitudes or humid conditions), requiring us to make mid-course alterations to the project's required functionality.

Controlling [illegible] by organizing the [illegible] project [illegible] early in the project life [illegible] changes [illegible] uncoordinated manner. The need to make project changes or specification adjustments, it has been suggested, comes about for one of several reasons:[21]

- *Inadequate planning.* Enter the Osprey. Many [illegible] projects involve technological risks. It is often impossible to accurately account for all potential problems or technological roadblocks. For example, the U.S. Navy and Marine Corps' drive to create a vertical takeoff, propeller-driven aircraft, the Osprey, resulted in a series of unexpected technical problems, including some tragic accidents during prototype testing. Initial engineering did not predict, and perhaps could not have predicted, the problems that would emerge with this new technology. Hence, many projects require mid-course changes to technical specifications as they encounter problems that are not solvable with existing resources or other unexpected difficulties. Planning errors also may be due to human error or lack of full knowledge of the development process. In the case of nontechnical causes for change, reconfiguration may be a simple adjustment to the original plans to accommodate new project realities.
- ***Additional knowledge of project or environmental conditions.*** The project team or a key stakeholder, such as the client, may enter into a project only to discover that specific features of the project or the business, economic, or natural environment require mid-course changes to the scope. For example, the technical design of a deep-water oil-drilling rig may have to be significantly modified upon discovery of the nature of water currents or storm characteristics, underwater terrain formations, or other unanticipated environmental features.
- ***Uncontrollable mandates.*** In some circumstances, events occur outside the control of the project team and must be factored into the project as it moves forward. For example, a governmental mandate recently passed by the European Union will require that all cell phone makers must use a standard charger connector, which will force Apple to redesign or drop its Lightning Connector in some parts of the world. The new law went into effect in 2017. Future redesigns of the iPhone will have to include alternative charger options for different markets.

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- *Client requests.* Situations in which a project's clients, as the project evolves, attempt to address new needs with significant alterations are very common. In software development for example, a client taking the role of potential user might list several complaints, requests, new features, reworked features, and so on when first exposed to a planned software upgrade. Often IT projects run excessively behind schedule as users continue to bring forward lists of new requirements or change requests.

Configuration management can probably be traced to the change control techniques initiated by the U.S. defense community in the 1950s. Defense contractors routinely changed the configuration of various weapon systems at the request of governmental groups, especially the armed forces. In making these changes, however, little of the process would be documented or traceable; hence, when new weapon systems were introduced the armed forces found them hard to service and maintain. Poor record keeping led to deficient channels of communication to relevant contractors when problems or modification requests arose. As a result, the Defense Department routinely found it necessary to re-issue general change request orders that delayed its ability to gain timely performance corrections. In the middle of the decade after much frustration and expense, the Defense Department finally issued an order mandating that all organizations supplying systems to the government demonstrate a comprehensive change control and documentation process.[22]

There are four stages in Configuration Management: Configuration identification, configuration reviews, configuration control, and status accounting. For each of these stages, there are some critical actions that should be undertaken. Let us consider the four steps in turn:

1. Configuration identification – on order to identify the configuration elements that will most likely need to be addressed by the project, it is necessary to develop a work breakdown structure (WBS) of the project to progressively finer levels of detail, culminating at the activity or task level. Then the project team can analyze each part of the project and determine the specifications of the components that will be developed by the assigned tasks.
2. Configuration review – once the breakdown of activities and the specifications of the individual project components has been completed by the project team, they should meet with the other project stakeholders to make sure that all parties agree with the current project definition and the component specifications.

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[illegible] refined further to take the project down to the most basic level of activities or project deliverables, ensuring each step of the way that all key stakeholders agree with the breakdown and the component specifications. If there is disagreement among stakeholders about some aspect of project definition it is necessary to [illegible] through the initial project scope and work breakdown structure to identify the points at which disagreements are occurring. These points of disagreement or confusion must be resolved before fully authorizing project development.
4. Status accounting – Memory of the current project configurations, as well as previous ones, should be maintained. In case agreements with stakeholders become difficult to achieve, it is useful to cycle back to previous configurations and start the control process from this point. Also, keeping past records is helpful when conducting the preliminary identification and review steps because it gives the project team a jumping-off point as they work to develop component specifications.

Cycling through the four stages of configuration control is a way to develop and maintain a constructive process that can be replicated by different parts of the organization as they work on projects. When every project team follows a similar format and procedure, it makes it easier for technical and administrative personnel to move from one project assignment to the next.[23]

Project Closeout

LO 5.7 Discuss why effective scope management includes a project closeout stage.

Effective scope management also includes appropriate planning for a project's termination. Although the process of effective project termination will be covered in great detail in Chapter 14, it is useful to reflect on the fact that even when planning for a project, we should be planning for the

Step	Action
1. Configuration identification	1. Develop a breakdown of the project to the necessary level of definition. 2. Identify the specifications of the components of the breakdown and of the total project.
2. Configuration reviews	Meet with all the project stakeholders to agree to the current project definition.
3. Configuration control	1. If agreement is achieved, repeat the first three steps, developing the breakdown and specification further, until the project is defined. 2. If agreement is not reached, either: • Cycle back to the configuration as agreed at a previous review and repeat steps 1, 2, and 3 until agreement is achieved; or • Change the specification last obtained by a process change control to match what people think it should be.
4. Status accounting	Memory of the current configurations, and all previous ones, must be maintained so that if agreement is not reached at some point, the team can cycle back to a previous configuration and restart from there. Also, memory of the configuration of all prototypes must be maintained.

FIGURE 5.11 Four Stages of Configuration Management

project's conclusion. The **project closeout** step requires project managers to consider the types of records and reports they and their clients will require at the completion of the project.[24] The earlier in the scope development process that these decisions are made, the more useful the information collected over the project's development can be. Closeout information can be important (1) in the case of contractual disputes after the project has been completed, since the more thorough the project records, the easier it will be to settle disputes; (2) as a useful training tool for post-project analysis of either successes or failures; and (3) to facilitate project auditing tasks by showing the flow of expenses in and out of various project accounts.

With closeout documentation a project leader may decide to track including the following:

- The *archive records*, to not only document what actually occurred, predict the future, analyze feasibility, and highlight problem areas for similar future projects
- *Post-project analysis*, which follows a formal reporting structure, including analysis and documentation of the project's performance in terms of cost, schedule adherence, and technical specification performance
- *Financial closeout*, or the accounting analysis of how funds were dispersed on the project

One of the most important lessons for successful project managers is to "start with the end in mind." Clear goals at the beginning of a project make clear what the project's completion will require. Project closeout requires managers to consider *a priori* the types and amounts of information to continually collect during project development, relying on a sound project tracking and filing system. That way when the project is in its closeout, time is not wasted scrambling for old project records and other information that is needed but missing.

Project Management and Sustainability

LO 5.8 Understand how project practices can support the critical goal of sustainability.

Sustainability has become an increasingly important focus for project management in recent years, as the goals of sustainability and sustainable development are increasingly seen as a necessary concern for organizational operations. Sustainable development is defined in various ways. For example, it involves strategies that aim "at promoting harmony among human beings and

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between humanity and nature."[25] Put another way, sustainable development involves pursuing activities that "meet the needs of the actual generations without compromising the needs of future ones."[26] **Sustainability**, then, involves efforts to promote a triple bottom line, balancing economic sustainability, social sustainability, and environmental sustainability (see Figure 5.12). If we consider the implications of the figure, we can see that sustainability involves several key concepts:[27]

1. Sustainability is about integrating or harmonizing economic, environmental, and social interests. This triple bottom line is interrelated, and these dimensions can influence each other in many ways. It is critical for everyone to recognize that this interrelationship implies that actions taken to support or pursue one dimension will inevitably influence others, as in the case where unbridled economic pursuits can lead to environmental pollution, or social policies can inhibit economic growth. The triple bottom lines operate best when all three work in collaboration.
2. Sustainability is about integrating the short-term and the long-term. Steps taken to address immediate needs such as energy shortages can lead to longer-term environmental impacts. Likewise, focusing only on longer-term horizons can ignore immediate social or economic needs.
3. Sustainability is about consuming the income and not the capital. From an economic perspective, the goal of sustainability suggest that we on the planet must learn to live off the profits we generate, rather than ruining opportunities for future generations by squandering our limited, non-renewable resources. For example, when global organizations monitor over-fishing, they are trying to meet immediate human needs without sacrificing the future of these food sources. To drive plant or animal resources to extinction is to selfishly sacrifice the future (our capital) for our immediate desires.
4. Sustainability is about local and global perspectives. Thinking in sustainable ways draws our attention away from the particular concerns of a specific project in a specific setting and instead requires each of us to consider how our actions, supplier choices, and other decisions can have long-term and broad effects on global markets and the international arena. Considering sustainability in projects requires us to think on several levels, moving from the immediate [illegible] to [illegible] global.
5. Sustainability is about ethics. Unsustainable practices will never be rooted in ethical behavior. Some authors are quite explicit: "The project manager should make sure that he is completing the project while keeping the ethical standards and social impact in mind."[28] We discuss Chapter 2 [illegible] ethical behavior [illegible] Code of Ethics and Professional Conduct, which all project professionals [illegible]. One aspect of this ethical emphasis concerns the importance of adopting a sustainability mindset.
6. Sustainability is about transparency and accountability. Organizations should be open about their policies, practices, decisions and actions, including the environmental and social effects of their actions. This involves the organization maintaining open and timely channels of communication with all relevant stakeholders, so that their actions can be evaluated rapidly and potential issues can be addressed before they cause harm. Accountability means that in addition to being open to external stakeholders, the firm makes itself responsible for its actions.
7. Sustainability is about stakeholder participation, which goes beyond simple communication in sustainable projects. Sustainable stakeholder management calls for dialogue and consensus-building among all stakeholders as partners who jointly define problems, design possible solutions, and collaborate to implement them. All outcomes are evaluated through the viewpoints of the project organization *and* all stakeholder groups.
8. Sustainability is about risk reduction. In Chapter 6, we will define project risk as any uncertain event that, should it occur, will have an impact on the project's ability to achieve its goals. From a sustainability perspective, it is important to broaden out this definition of risk beyond simple commercial risks to include social risks, environmental risks, the risks undertaken by other stakeholders, and so forth. Furthermore, it is important that firms do not let one form of risk outweigh another to the point where they make serious errors. For example, when BP's Deepwater Horizon drilling rig explosion occurred in 2010, many argued that BP had been too concerned with financial risks for the project and consequently ignored safety concerns, resulting in the disaster.

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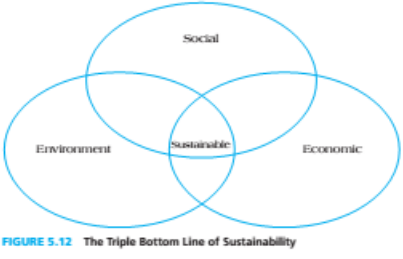


FIGURE 5.12 The Triple Bottom Line of Sustainability

9. Sustainability is about eliminating waste. There are many types of waste that can be associated with projects, including time wasted through multiple specification changes, idle resources, incomplete testing, unfit products, software bugs and poor coding, and unnecessary requirements. Project teams need to evaluate the manner in which they are running their projects to determine sources of waste, to see whether they are ultimately wasting time, human resources, natural resources, and other environmental assets.

MANAGING PROJECTS FOR SUSTAINABILITY

We can see that sustainable development requires organizations to understand the importance of "doing well by doing right," in that sustainability assumes a commitment to ethical practices. Thus, an emphasis on corporate social responsibility suggests that for project management sustainable practices can be directed in some important ways:[29]

1. Engaging in sustainable project management is not just about "doing right" by the environment. Sustainable project management is also about ensuring that the types of projects being undertaken are intended to benefit others socially, environmental, and economically. For example, a project to develop new deep-sea oil resources in the Caspian Sea is obligated to operate in ways that will not only benefit the extraction, while protecting the environment. Problems in the Gulf of Mexico in 2010 following the explosion of the Deepwater Horizon oil rig operated by British Petroleum (BP) are a reminder of the importance of this. Similarly, a project to develop a new high-speed train line (high-speed rail) through densely populated areas, linking London to Manchester, is intended to help citizens conserve on fuel costs, be an environmentally-friendly public transportation option, and provide societal benefits. These are examples of the way projects should first be evaluated against sustainable criteria.
2. Employing sustainable practices while undertaking the projects themselves. In addition to picking the "right" projects, the manner in which they are being developed is also critically important. For example, does the construction project observe local pollution requirements or dumping laws? Are reasonable wage rates paid to workers on the project? Does the project offer learning or career opportunities for those involved in it? Sustainable project practices require that the triple bottom line guide the behavior of the project manager and the organization in undertaking the steps to develop the project. When one of these trust links is broken, the project is no longer considered sustainable. For example, as Qatar prepares for the 2022 FIFA World Cup, it has gone on a widespread construction spree to build stadiums around the country. In doing so, it has imported an estimated 1.8 million foreign workers to do the hard labor of stadium building. This practice has led to considerable controversy, with charges of neglect (denied by the Qatari government) as these workers are being compared to "slave labor" by some international bodies such as Amnesty International, and are often trapped in unbreakable long-term contracts. Current estimates are that by the time the World Cup begins, as many as 7,000 foreign workers will have died in building these stadiums or from unsafe living conditions.[30]
3. Developing sustainable supplier practices. Project developers can influence not only the behavior of their own employees on the job, but also the activities of their key suppliers.

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For example, a project may choose to use recycled materials for construction or require that their suppliers provide documentation showing where they acquired the materials before the contractor completes the purchase. Did they acquire a minimal percentage of materials from minority-owned businesses? Various agencies of the U.S. Government may undertake projects, but only after carefully vetting all suppliers to make sure that they adhere to strict social and environmental practices.

4. Emphasizing sustainability in project design. Prior to contracting for a new commercial office building, the owner may require that all architects bidding for the project demonstrate how they are going to incorporate sustainability into their designs. For example, sustainable designs may promote power conservation, small carbon footprints, minimal noise or traffic disruptions during construction, and maximum use of space. Sustainability minimizes waste and seeks to maximize benefits.

Implementing sustainable practices in projects will require organizations to pay attention to all aspects of the project life cycle (described in Chapter 1). Table 5.3 offers a checklist for the types of

TABLE 5.3 Sustainability Considerations Across the Project Lifecycle

Life Cycle Stage	Sustainability Considerations		
	Social	**Environment**	**Economic**
Conceptualization	Is the project objective in the interest of the public? Does the project scope meet the needs and expectations of all stakeholders? Does the project charter conform to sustainability regulations with regard to fair labor practices?	Does the project objective enhance or deplete the environment? Is there a short- or long-term risk to the environment? Does the project charter conform to sustainability regulations with regard to environmental practices?	Does the project consume excessive capital?
Planning	Does the project scope and schedule [illegible] both the short and long terms? Is project staff sufficiently trained and allocated?	Are project resources procured through sustainable means? Is the design environmentally "green"? Does the risk mitigation plan [illegible] the environment? Does the change control process consider the environment as a factor? Does the project possess sufficient resources to carry out the promised deliverable?	Is the cost spent on adapting sustainable practices economical to the company? What alternatives can be utilized and the project remain profitable [illegible]
Execution	Is the project staff managed in a fair way? Are project staff part of the communication loop? Are stakeholders part of the communication loop? Is regular feedback taken from staff about work–life balance?	Are environmental indicators such as carbon footprint being measured?	Is the cost of measuring environmental and social indexes included within the budget?
Termination	Are all stakeholders in agreement on project outcomes? Are all conflicts resolved in a fair manner? Are any improvements in staff handling documented in lessons learned?	Are any improvements in project activities documented in lessons learned?	Was the overall cost of the project comparable to its initial projection?

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questions that project team members need to consider as they approach sustainability throughout the project's life cycle.[31]

Planning all critical elements of a project through scope management requires that project managers and their teams focus on a wide variety of concerns. These critical steps in the formation of project goals must incorporate as part of their analysis the ways in which a project contributes to the triple bottom line of economic, social, and environmental concerns. Modern project management recognizes that being sustainable is not a faddish idea but one that, properly employed, can benefit the organization, its critical stakeholders, and most importantly, the planet as a whole. Sustainable development is a winning strategy for all parties concerned with "doing well by doing good."

A project's goals are just a dream until they are written down. Until the project's plans are laid out, its purposes specified, its constraints considered, and its results anticipated, a project is nothing more than an organization's hope for success. Scope management is the systematic process of turning these dreams into reality by formally developing project goals. Like a lighthouse, a thorough scope document illuminates the way toward project completion even while the team may be tossed on the waves of numerous crises and concerns. As long as the light continues to shine, as long as the project manager works to develop and maintain the various elements of project scope, the likelihood of passage to successful project completion is strong.

PROJECT PROFILE

Nicaragua's Canal and Sustainability Challenges

The Panama Canal has been in operation for over 100 years, and following its recent multi-billion dollar refurbishment it is expected to continue to generate high revenues and improve the economy and living conditions of the people of Panama. However, it is likely that Panama will no longer have the exclusive ability to generate benefits from its famous canal, as a new venture in a neighboring country may have serious implications both for the Panama Canal and shipping flows globally. In some ways however, this new project raises serious questions from a sustainability perspective: does the Nicaragua canal offer only benefits or might it also have serious negative consequences for the country and the planet as a whole?

The Nicaragua Canal project, [illegible] miles [illegible] Lake Nicaragua, [illegible] to [illegible] Nicaragua, the region's largest freshwater lake. The estimated cost of the project, which [illegible] that the canal would be longer and size of the Panama Canal in terms of capacity, and would bring significant economic benefits to what remains the second poorest

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FIGURE 5.13 Lake Nicaragua, the heart of the Grand Canal zone

Source: Simon Dannhauer/Shutterstock

country in the Western Hemisphere after Haiti. The canal is the brainchild of Chinese businessman Wang Jing, whose company, Hong Kong Nicaragua Development Group (HKND), will be granted a 50-year renewable concession on the canal zone upon its completion. "With this great canal, Nicaragua expects to move 5 percent of the world's commerce that moves by sea, which will bring great economic benefits and double the GDP," said Nicaraguan Vice President Omar Halleslevens at a ground-breaking ceremony on the Pacific coast.

The proposed canal, which is expected to take at least five years to build, has been heavily criticized by environmental experts and campaigners. News reports found that the negotiation process involved no-bid concessions, no public debate, and was fast-tracked through the Nicaraguan National Assembly in one day. Much of the planning has been conducted without public awareness or input. The secrecy with which the project was long shrouded raises serious questions about the project, the intentions of the Nicaraguan government, and the degree of oversight that the government is likely to place on Mr. Jing and HKND. How will environmental standards be maintained throughout the project? How will these standards be verified?

Scientists and activists are further concerned that HKND's bid was accepted without an independent environmental assessment; the company says it has conducted its own reviews, but it has yet to make those reports public. The potential damage to Lake Nicaragua could be enormous. One third of the canal's total length would cross the lake, which with an average depth of 40 feet would have to be dredged to more than twice that. The digging in the lake and along the rest of the canal's route would generate huge quantities of mud and dredging sludge—enough to cover the entire state of Connecticut under one foot of dirt. Silt would also cloud the lake, threatening fish and other animal populations, while allowing invasive species to enter the lake through the locks at both the Caribbean and Pacific ends. The Panama Canal, which is much shorter and smaller than the proposed Nicaraguan venture, is entirely freshwater and uses a series of locks to hoist ships along an elevated waterway. The Nicaraguan canal would be shallower and pose less of a barrier to marine life. From Lake Nicaragua the canal would head east through wetlands, nature reserves, and forests, requiring the displacement and relocation of thousands of indigenous people.

The Nicaragua Canal project creates a sustainability conundrum: is the potential boost to the national economy worth the environmental and social damage that could be long-lasting and serious? If we adopt the triple bottom line advocated by sustainability experts, it is clear that there is much in this canal's future to fear for the majority of those affected by its development.[32]

Summary

5.1 ***Understand the importance of scope management for*** [illegible] project scope management is the detailed development of the project plan to specify the work [illegible] project, the [illegible] and the quality standards to be maintained. The six steps in creating a project scope management procedure are conceptual development, the scope statement, work authorization, scope reporting, control systems, and project closeout.

Conceptual development is the process of choosing the best method for achieving the project's goals. The project's conceptual development allows the project manager to begin the process of transitioning from the project as a dream to the project as a specific goal or set of objectives. Problem statements, information gathering, identified constraints, alternatives analyses, and final project objectives are all created during conceptual development.

The scope statement is a comprehensive definition of all parameters necessary for the project to succeed. A number of elements factor into effective scope statement development, but perhaps most key is the Work Breakdown Structure (WBS). The work breakdown process gives the project team the ability to create a hierarchy of activities-based priorities, creating work packages, tasks, and subtasks as building [illegible] Responsibility Assignment Matrix (RAM), the project manager and team are able to begin moving beyond the project as a concept [illegible] has [illegible] activities [illegible] personnel assignments.

Work authorization, the third element in project scope management, refers to the process of sanctioning all project work. This step may involve formulating contractual obligations with vendors, suppliers, and clients.

Project scope reporting refers to any control systems and documentation that will be used to assess the project's overall status. Examples of scope reporting include the creation of control documents and budget and schedule tracking.

Control systems, including configuration management, refer to the processes put in place to track the ongoing status of the project, compare actual with baseline projections, and offer corrective measures for bringing the project back on track.

Finally, the project closeout phase represents the project team's best determination about the information and transition materials necessary to ensure a smooth transfer of the project to its intended clients.

5.2 ***Understand how conceptual development serves as a critical first stage in scope management.*** Conceptual

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development is the process that addresses project objectives by finding the best ways to meet them. It consists of developing a problem or need statement, requirements gathering, information gathering, constraints identification, alternative analysis, identifying project objectives, and developing the business case. In this way, conceptual development begins with the process of reducing the project's complexity to a more basic, easier-to-understand level.

5.3 ***Identify the steps in developing the scope statement.*** The project scope statement reflects the project team's best efforts to create the documentation and approval for all important project parameters prior to beginning the development phase. This statement is an opportunity to clearly nail down the elements of the project and what it is intended to accomplish, as well as to identify the project's critical features. The elements in the scope statement include (1) establishing the goal criteria—defining what will demonstrate project success and what the decision gates are for evaluating deliverables; (2) developing the management plan for the project—determining the structure for the project team, key rules and procedures that will be maintained, and the control systems to monitor effort; (3) establishing the Work Breakdown Structure (WBS)—dividing the project into component substeps in order to establish the critical interrelationships among project activities; and (4) creating a scope baseline—providing a summary description of each component of the project's goal, including [illegible]

5.4 ***Identify the elements in the work authorization phase of scope development.*** Work authorization consists of giving formal "go ahead" to commence [illegible] ple management sign-off on all project plans. Other situations with external customers can become more complicated and require attention to contractual requirements, valid consideration, and contracted terms and conditions.

5.5 ***Identify the various types of information available for scope reporting.*** Scope reporting determines the types of information about the project that will be regularly reported, who will receive copies of this information, and how the information will be acquired and disseminated. Among the types of project information that can be reported are: 1) cost status, 2) schedule status, and 3) technical performance status.

5.6 ***Demonstrate how control systems and configuration management relate to scope development.*** Control systems allow the project team to monitor and assess the status of the project on an ongoing basis, as well as track any necessary or requested changes to the project's original scope and specifications. Configuration management is a system of procedures that monitor the emerging project scope against its original baseline. It is the systematic management and control of project change. Changes to the project may occur for several reasons, including: 1) initial planning errors that must be corrected, 2) new information about the project or environmental conditions, 3) uncontrollable mandates, and 4) client requests.

5.7 ***Discuss why effective scope management includes a project closeout stage.*** It has been said that when one plans for a project, one should also plan for its completion. Project closeout requires the team and the manager to consider the types of records and reports that they and the clients require to formally "close the book" on the project. Closeout documentation may require historical records, post-project analysis (lessons learned), and financial closeout documentation.

5.8 ***Understand how project practices can support the*** [illegible] ***development.*** Sustainable development requires organizations to understand the importance of "doing well by doing right." Thus, [illegible] emphasis on corporate social responsibility [illegible] that the project management community practices can be directed in some important ways including: 1) Through engaging in sustainable projects or projects that will not cause harm to the planet or its inhabitants, 2) Through employing sustainable practices while undertaking the projects themselves, 3) Through developing sustainable supplier practices, and 4) Through emphasizing sustainability in project design.

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Key Terms

Baseline *(p. 179)*
Business case *(p. 160)*
Conceptual development *(p. 158)*
Configuration management *(p. 179)*
Control systems *(p. 178)*
Cost control accounts *(p. 170)*
Cost-plus contracts *(p. 175)*
Deliverables *(p. 164)*
Milestone *(p. 174)*
Organization Breakdown Structure (OBS) *(p. 170)*
Project charter *(p. 164)*
Project closeout *(p. 181)*
Project scope *(p. 158)*
Requirements gathering *(p. 158)*
Responsibility Assignment Matrix (RAM) *(p. 173)*
Scope baseline *(p. 165)*
Scope management *(p. 158)*
Scope reporting *(p. 176)*
Scope statement *(p. 164)*
Statement of Work (SOW) *(p. 161)*
Sustainability *(p. 182)*
Turnkey contracts *(p. 175)*
WBS codes *(p. 168)*
Work authorization *(p. 175)*
Work Breakdown Structure (WBS) *(p. 164)*
Work packages *(p. 167)*

Discussion Questions

5.1 What are the principal benefits of developing a comprehensive project scope analysis?
5.2 What are the key characteristics of a work package?
5.3 Create a Work Breakdown Structure for a term paper project or another school-related project you are working on. What are the steps in the WBS? Can you identify any substeps for each step?
5.4 What are the benefits of developing a Responsibility Assignment Matrix (RAM) for a project?
5.5 Develop an argument for scope reporting mechanisms. At a minimum, what types of reports do you consider necessary for document control of a project? Why?
5.6 What is the chief purpose of configuration management? In your opinion, why has it become increasingly popular in recent years as a part of the project management process?
5.7 What is the logic behind developing a plan for project closeout prior to even beginning the project?
5.8 Sustainable project development has many features and can mean many things when beginning a project. If you were to identify three critical messages that explain what sustainable project management really means, what would they be?

Problems

5.9 Prepare a group project for the classroom. Use as your model one of the following:
a. Construction project
b. Software development project
c. Events management project (e.g., an awards banquet)
d. New product development project
Develop a Statement of Work (SOW) for the project, using the format of (1) background, (2) task, (3) objectives, (4) approach, and (5) input source. Next, create a Work Breakdown Structure (WBS) for the project. What are the key steps, including work packages, tasks, and any related subtasks for the project?
5.10 Using the project you identified in Problem 1, create a Responsibility Assignment Matrix (RAM) for it, identifying at least six fictitious project team members.
5.11 Research a real project through library resources or the Internet and develop a brief scope statement for the project, a general WBS, and any other information pertaining to the scope management for that project.

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CASE STUDY 5.1

Building Virtual Fence

On January 14, 2011, Secretary of Homeland Security Janet Napolitano made it official: the Virtual Fence Project was to be officially canceled. In her statement explaining the decision, Napolitano cited the difficulty of creating a unified, fully integrated security system and promised to "pursue a new path forward." What was left unsaid were the reasons that led to the final decision—principally, a too-complicated technical system that did not work and was leading to ballooning costs.

Illegal crossing into the United States along the Mexican border has reached epidemic proportions in recent years. Fear of drug smuggling, illegal aliens, and possible terrorist incursions have made the issue of homeland security one of the major "hot buttons" in the political arena, both in Washington, DC and in states located along the southern border, as well as those in proximity to Canada. The problem is compounded by the sheer sizes of the borders involved. The Mexico/U.S. border runs for nearly 2,000 miles, much of it across desert wastelands and other inhospitable and remote areas. Establishing any sort of border security in the wake of the 9/11 attacks is a national necessity, but it is a daunting and difficult task.

The Department of Homeland Security (DHS) was organized following the attacks on the World Trade Center towers, and is charged with the responsibility of securing all borders and points of illegal entry into the United States in cooperation with Customs and Border Protection. As part of its mandate, it has developed plans for creating a more secure and stable border with Mexico to prevent the flow of undocumented immigrants, drugs, and potential terrorists. For the first stage in this process, DHS proposed a project to physically and electronically seal the stretch of the desert between the United States and Mexico under a multibillion-dollar contract named the Secure Border Initiative Net (SBInet). President Bush in May 2006 called SBInet "the most technologically

advanced border security initiative in American history." A 28-mile stretch of desert, centered on Nogales, Arizona, was to be the pilot stage in a project that eventually would be used to monitor and control some 6,000 miles of border with both Mexico and Canada.

In late 2006, Boeing was selected as the major contractor for the SBInet project. Although better known for its military weapon systems, Boeing's Integrated Defense Systems Unit was made responsible for overall coordination of a massive system of towers as well as listening devices, motion sensors, cameras, and radar to be used to detect and help apprehend illegal immigrants crossing the border. In fact, the U.S. government chose to outsource the entire project to private firms, expecting that contractors would design the program's elements, build them, and then handle full oversight of their own work.

In a nutshell, the system used a chain of 100-foot-tall towers that each scanned a 360-degree radius for a distance of 10 miles. Ground radar sensors also attempted to detect footsteps, bicycles, and vehicles. The first $20 million pilot phase, named Project 28 after the length of the part of the desert that it was supposed to cover, was to be completed by mid-June 2007. Boeing selected more than 100 subcontractors to build various components of the system, with its project managers maintaining overall control of the development process. Unfortunately, its structure was unwieldy, and the [illegible] was attempting to integrate. The technical challenge of integrating systems including watch towers, sensors, [illegible] was beyond anything [illegible] particularly noteworthy when we consider that integration, in many ways, *was* the project. The various technical elements were difficult but attainable. The challenge for SBInet lay in the ability of Boeing to find a means to bring all these new and unproven technologies together under one umbrella. So complicated was the challenge, in fact, that the virtual fence failed a series of initial tests, significantly delaying the full deployment of Project 28.

Unfortunately, these technical and coordination problems were never resolved. In the nearly three years after original testing was done on one section of the fence, SBInet had cost the government $672 million dollars, with the end nowhere in sight. Although the total project cost was anticipated at $1.1 billion, congressional watchdog groups argued that the final cost of the project could soar to over $30 billion. Costs, in fact, were a sore point with the project from the time it was bid. Originally promising to complete SBInet for $1.1 billion, Boeing's revised estimates went to $2.5 billion and then, just a few months later, to $8 billion. This rapid escalation of projected costs finally prompted a congressional oversight committee hearing, in which Boeing endured withering criticism from representatives who questioned its motives in asking for more money and time to complete the project. In the meantime, beset by continuing problems, Boeing had also revised its estimates for the completion date to 2016, more than seven years after the date in the original plan.

A major concern was Boeing's pyramid-like management structure that critics said caused confusion and a lack of clear responsibility. Worse, it made it easier for hidden costs to be charged to the project. Because Boeing embedded multiple subcontracting layers in the Virtual Fence development, it was able to add charges at each level. The larger problem was the clear conflict of interest that emerged by placing Boeing in charge of project oversight, while allowing them to manage subcontractors and monitor the progress of the project. Not surprisingly, with this configuration little information came to light about cost overruns or schedule slippages until quality and overrun problems were simply too large to ignore . . . or hide.

Admittedly, the problems that sank the SBInet project were complicated and came from multiple sources. Besides the technical challenges of managing 100 subcontractors, all required to provide critical components that Boeing would integrate, the project had the built-in [illegible] sight groups. It was difficult to get accurate project status information given the government's decision to "outsource" border security to private contractors. As [illegible] Congressional oversight groups and the Homeland Security officials were simply standing by while Boeing provided information that was "replete with unexplained anomalies, thus rendering the data unfit for effective contractor management and oversight." Furthermore, many critics questioned the feasibility of the original intent of the project itself, wondering about the likelihood of ever effectively sealing a border that runs through some of the most inhospitable terrain in North America. Whether through a combination of poor oversight, over-optimistic scope expectations, or simple inability to make this cutting-edge technology work, SBInet remains an example of a significant program failure at the taxpayer's expense.[33]

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Questions

1. What problems do you see emerging from a project such as SBInet where the government allows the contractor to determine scope, manage all contractor relations, and decide how to share project status information with oversight bodies?

(*continued*)

2. Consider the following two arguments: "The failure of SBInet was due to poor scope management" versus "SBInet failed because of poor oversight and project controls." Take one side or the other in this argument, and justify your response.
3. With the current publicity surrounding the intentions of the Trump administration to begin building a wall along the border with Mexico, identify three lessons from this case that could help with that development process. In other words, if you were to advise the Trump White House on major lessons to absorb as it considers beginning its own fence, what would they be?

CASE STUDY 5.2

California's High-Speed Rail Project

With the announcement that California would be committing $4.3 billion to the construction of a 29-mile rail link between the cities of Fresno and Madera in the state's Central Valley, California's 20-year-old quest for a high-speed rail line was finally coming true. The California High-Speed Rail Authority (CHSRA), first established in the mid-1990s, had long pursued the goal of linking the San Francisco Bay metropolitan area in the north to the cities of Los Angeles and San Diego in the south. Under the administration of President Obama, the federal government set aside money from a stimulus package to fund high-speed rail initiatives in several states, [illegible] Florida, Ohio, [illegible] California. However, the withdrawal of funding by governors in Ohio and Wisconsin led to a rethinking of the projects in those states, and they ultimately refused the seed money [illegible] Washington's skepticism [illegible] fund rail projects [illegible] subject to huge cost overruns, for which state taxpayers eventually would be held responsible. As a result, Transportation Secretary Ray LaHood reclaimed $1.2 billion from these states to be presented to 13 other states.

One of the states that stood to benefit most from this redistribution of federal money was California, with its ambitious and, as many argue, ultimately foolhardy decision to support a massive transportation project to link its cities with high-speed rail. The history of the CHSRA's drive to create high-speed railways is a fascinating one, with supporters and critics in equal measure. As part of its initial pitch for the project, the CHSRA argued that the system would lead to multiple benefits. For a one-way $55 ticket, passengers in Los Angeles would be able to travel to the Bay Area in less than 3 hours or reach San Diego in 80 minutes. Estimating that 94 million passengers would use the rail system each year and that its development would generate hundreds of thousands of permanent jobs, the CHSRA used these projections to help convince state voters to approve a nearly $10 billion bond issue and support the project in a 2008 referendum. Other advantages the organization cited included the reduction of pollution and fossil fuel use by diverting millions of people to the rail line who otherwise would use automobile or air travel between cities.

With a revised estimated cost of at least $69 billion, the overall project would first operate trains up to 220 mph along a 520-mile route between Anaheim and San Francisco. Extensions to San Diego and Sacramento would be built later. The Obama Administration approved a total of $3.18 billion in federal funding for the state's bullet train proposal, the largest amount for any [illegible] With [illegible] additional [illegible] about $5.5 billion, according to the CHSRA.

Since its approval, a number of events have led [illegible] rail projects based on [illegible] ridership projections, the CHSRA has revised its projections for ridership downward, suggesting that the project will serve 39 million passengers by its tenth year of operation, which is about 40% of its original estimate prior to getting funding approval. Second, another change in the original business model is that projected ticket prices have been raised to $105 for a one-way trip, although critics suggest that actual prices, based on comparable cost-per-mile data from Europe and Japan, are likely to be closer to $190 (the CHSRA's current projections are that tickets will sell for $86). A third concern relates to the decision to start the project with a link through largely empty agricultural farmland between two Central Valley communities; that is, though the high-speed rail project is specifically designed to join major metropolitan areas such as San Francisco and Los Angeles, the first pilot stage is to be constructed along a route that is one of the lesser-populated segments of the line. This decision sits poorly not only with rail critics but also with rail supporters, who recognize the need to make a more significant statement in order to answer

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other objections of critics. "It defies logic and common sense to have the train start and stop in remote areas that have no hope of attaining the ridership needed to justify the cost of the project," U.S. Representative Dennis Cardoza (D-CA) wrote in a letter to Transportation Secretary Ray LaHood.

A fourth closely questioned element in the project is the projected final price. Though the CHSRA and state officials hold to the latest $69 billion price tag (a figure that has doubled since the original $33 billion estimate approved by voters in 2008), others, including the transportation consultants at Infrastructure Management Group, have suggested that this figure, based on historical data, grossly underestimates the final cost while inflating the likely number of passengers. Economists suggest that a more likely range for the final cost of the project would be anywhere from $100 to $250 billion, and a more reasonable estimate of annual passenger traffic is in the range of 5 million. If these numbers are close to accurate (and they are disputed by the CHSRA), they point to a project that cannot ever hope to pay for itself, will require long-term annual subsidies, and will place the already cash-strapped state even deeper into a financial hole. "The train will lose money and require a subsidy," said Joseph Vranich, former president of the national High-Speed Rail Association. "I have not seen a single number that has come out of the California high-speed rail organization that is credible. As a high-speed rail [illegible]."

[illegible] miles through the relatively easy terrain of the Central Valley, has been a worrisome lesson. The expected cost [illegible] $6.4 billion, a number that by 2017 [illegible] $10 billion. Further, a [illegible] risk analysis study noted several obvious problems: 1) In 2012 the rail authority said it would start construction in Fresno, but had not yet purchased a single parcel of land, 2) Farmers resisted from the beginning, unwilling to sell their land—some of the most fertile in the state—to support the project, 3) Actual construction started two years late, in 2014, 4) By 2016, the rail authority expected to have acquired 100% of the land needed to support the rail line. In fact, 25% of the land has still not been acquired for just the first 29-mile stretch between Madera and Fresno, and less than half of the total land in the Central Valley has been purchased. Current estimates suggest that land purchases will not be completed until 2019 at the earliest.

A recent study by three economists found the CHSRA business model to be deeply flawed, concluding that it relies too heavily on federal grants and does not adequately address risks posed by fluctuating ticket prices. "When an investor looks at an assertion by the CHSRA that says you're going to earn an operating surplus of $370 million in the first year of operations and $1.5 billion profit by the third year, they shake their heads and smile," said William Grindley, a former World Bank analyst. "It doesn't pass the smell test." This new study calls the CHSRA's revenue estimates "unreasonably optimistic" and is confirmed by a 2013 Reason Foundation study suggesting that the CHSRA could require over $350 million in annual subsidies to stay in business. One key to attaining sustainability, for example, is the CHRSA's ability to secure billions of dollars in additional funding from the federal government. The CHSRA acknowledges that the project hinges on additional funding coming from the federal government, but believes that making a good faith effort to produce a workable rail network is critical for securing additional money. However, after the recent national elections, officials in both the Trump administration and Congress have made it clear that there will be no more federal dollars available to support the project.

Recent court decisions have put the brakes on the project as well. The California 3rd District Court ruled that the state could not continue to sell bonds supporting the project since the CHSRA had failed to comply with its own guidelines regarding funding. Voters were originally told that state financial exposure would be limited and that the federal government and private investors would put up most of the money—promises that so far have failed to materialize. With no [illegible] on the horizon, [illegible] absolutely nothing else the state can expect from the federal government to support the project. The court ruled that the [illegible] attempt to sell $6.8 billion in bonds for the project violated [illegible] restrictions [illegible] referendum. Jerry Brown, California's governor, has vowed to continue the court battle as long as it takes to get the bonds approved. However, in the meantime the project is stalled for lack of funding to continue building the first 29-mile stretch of track. The project also faces a ticking clock, because if the federal grant money is not used by a specific date, it will be reclaimed by Washington.

As of now, one could argue that the project's future is simply a debate between "dueling economists." However, there is no question that the future of California's high-speed rail is uncertain. By 2016, eight years after the project was approved, not one penny in private money had been secured to support the project and California's idea of using money from their "cap-and-trade" auctions to support the project has been a disaster, with far lower revenues raised than the state had hoped to receive. Will the outcome be a case of the best intentions meeting economic realities? Only time will tell.[34]

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Questions

1. Assess the benefits and drawbacks of the high-speed rail project. In your opinion, do benefits outweigh drawbacks, or vice versa? Why? Justify your answer.
2. What are the implications of starting a project based on tenuous projections that may or may not come true 10 years from now?
3. Could you justify the California high-speed rail project from the perspective of a massive public works initiative? In other words, what other factors enter into the decision of whether to pursue a high-speed rail project? Why are they important?

CASE STUDY 5.3

Project Management at Dotcom.com

Dotcom.com, a software engineering and systems development consulting firm, sells a wide assortment of Internet- and computer-based solutions for resource planning, administrative, and accounting networks to organizations in health care delivery, financial services, and hotel management. Typically, a service provider approaches Dotcom.com with a list of problems it has and some targets for organizational improvement. Because most of Dotcom's clients are not themselves computer savvy, they tend to rely heavily on Dotcom to correctly diagnose their difficulties, propose solutions to overcome those problems, and implement new technologies. The industry in which Dotcom operates is extremely competitive, forcing successful organizations to make low bids to win consulting contracts. In this environment, project management is vital to Dotcom's success because poorly managed projects quickly eat up the profit margin for any job.

Unfortunately, Dotcom's senior management team has noticed a recent upsurge in project operating costs, and a related drop-off in profitability. In particular, Dotcom's executives are concerned because the last seven consulting contracts have resulted in almost no profit margin because the software systems were delivered late and required several rounds of rework to fix bugs or correct significant shortcomings in the software. The firm decided to hold a weekend off-site retreat with the project managers responsible for these most recently completed projects in order to learn why project management was being done so poorly.

To a person, the project managers fixed the blame for their problems on the clients. A typical response was made by Susan Kiley, a project manager with more than five years' experience, who stated, "We are put in a very tough position here. Most of the customers don't know what they really want, so we have to spend hours working with them to get a reasonable Statement of Work that we can develop the project scope around. This takes time. In fact, the more time I spend with the customer up front, the less I have to get my team to actually develop the system for them. It's a Catch-22—if I want to get things right, I have to pry information out of them. The better I do getting a sense of their problems, the less time I have to develop and run the project!"

Jim Crenshaw, another project manager, spoke up. "It doesn't stop there, unfortunately. My biggest problems are always on the back end of the project. We work like dogs to get a system up that corresponds to the client's stated needs. Then they get their look, they push a few buttons, and start telling us that it is not anything like what they had in mind! How am I supposed to develop a system to solve their problems when they don't know what their problems are? Or even worse, what do we do when they 'think' they know what they want and then when we create it, they turn around and reject our solutions out of hand?"

After two hours of hearing similar messages from the other project managers, it became clear to the senior management team that these project management problems were not isolated, but were becoming embedded in the firm's operations. Clearly, something had to be done about their processes.

Questions

1. How would you begin redesigning Dotcom.com's project management processes to minimize the problems it is experiencing with poor scope management?
2. How do the company's consulting clients contribute to the problems with expanding or changing scope? If you were to hold a meeting with a potential customer, what message would you want the customer to clearly understand?

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3. How do you balance the need to involve clients with the equally important need to freeze project scope in order to complete the project in a timely fashion?

4. Why are configuration management and project change control so difficult to perform in the midst of complex software development projects, such as those undertaken by Dotcom.com?

CASE STUDY 5.4

The Expeditionary Fighting Vehicle

In 2011, one of the most complex and difficult congressional budget decisions in years finally determined the fate of the Marine Corps' Expeditionary Fighting Vehicle (EFV). Given the numerous delays, tests, conditional approvals, and retests, the EFV had been no stranger to controversy. Although the EFV was loudly defended by senior officers in the Pentagon, a growing army of critics cited the vehicle's poor test performance, and costs continued to balloon. As one reporter noted, "After 10 years and $1.7 billion, this is what the Marine Corps got for its investment in a new amphibious vehicle: a craft that breaks down about an average of once every 4.5 hours, leaks, and sometimes veers off course." The biggest question is, how did things get to that point with what was viewed for many years as one of the Marine Corps' highest priority acquisition programs?

[redacted] began in the early 1980s [redacted] which initiated the [redacted] to replace the 1970s-era Amphibious Assault Vehicle. The purpose of vehicles such as the EFV is to provide [redacted] roll off a Navy assault ship, move under its own power at 20 mph on the water's surface for distances up to 25 miles while transporting a Marine rifle squad (up to 17 Marines), cross hostile beaches, and operate on shore. The EFV was moderately armored and carried a 30-mm cannon in a turret for offensive firepower. The EFV often was described as a Marine Corps variant of the Bradley Fighting Vehicle.

The EFV began as a state-of-the-art acquisition program for the Department of Defense (DoD). Following a concept exploration phase to determine the viability of the project that began in 1988, the project entered a program definition and risk reduction phase during which it was considered "a model defense acquisition program," winning two DoD awards for successful cost and technology management. The original contract was awarded to General Dynamics Corporation in June 1996 for full engineering and design work, and that corporation was awarded a subsequent contract for the system development and demonstration (SDD) phase of the program in July 2001. It is during this critical stage that all the complex engineering, systems development, and functionality of the program must be successfully demonstrated. Perhaps unwisely, General Dynamics budgeted only 27 months for total testing and system verification.

This far-too-ambitious schedule soon became a problem for General Dynamics and the EFV, as a series of technical problems began to surface. Two additional years were added to the SDD phase as it became apparent that the EFV concept was beset with numerous unforeseen problems. In December 2004, tests of EFV prototypes demonstrated further problems. The tests showed severe failure in the vehicle's main computer system, causing the vehicle's steering to freeze. The hydraulic systems powering the vehicle's bow-flap, installed to make the EFV more seaworthy, began leak- [redacted] ure breakdowns, but because of the numerous reliability problems the Marines reduced this figure to 43.5 hours.

[redacted] were [redacted] to the [redacted]

The year 2006 was not a good one for the Expeditionary Fighting Vehicle. The EFV was put through a critical operational assessment, a series of tests to demonstrate that it could meet performance requirements and was ready for production. The EFV performed abysmally, experiencing numerous system failures, breakdowns, and failure in its reliability assessment. During the tests, the vehicles were able to operate on average for only 4.5 hours between breakdowns, and it took nearly 3.5 hours of corrective maintenance for every hour of operation. Poor reliability resulted in 117 mission failures and 645 acts of unscheduled maintenance during the tests. The EFV's reliability was so poor that it successfully completed only 2 of 11 attempted amphibious tests, 1 of 10 gunnery tests, and none of the 3 land mobility tests. Other problems included the fact that the prototypes were nearly one ton overweight, suffered from limited visibility, and were so noisy that the driver was advised to wear ear plugs while in the driver's chair, despite the fact that

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doing so would make it nearly impossible to communicate with the EFV's commander. In fact, so poorly did the EFV fare during the operational assessment that the Marines announced they were going back to the drawing board with the design, aiming to complete a new SDD phase by 2011, eight years behind the original schedule.

Meanwhile, the program's costs just kept rising. When the EFV was first conceived, the Marines planned to purchase 1,025 of them at a total cost of $8.5 billion. Subsequently, a DoD estimate put the program's cost at upward of $14 billion dollars, while the Marines had trimmed their order to 573 vehicles. In effect, even assuming those final figures were to hold, the cost of the EFV had risen from $8.3 million per vehicle to slightly more than $23 million. Overall, the Pentagon estimated it had spent $2.9 billion on the program in R&D and testing costs before buying a single vehicle.

Wrong Weapon for the Wrong War?

The ongoing litany of failures associated with the EFV's development gave rise to some more fundamental questions about the purpose behind developing the vehicle. Critics argued that the EFV simply did not serve a meaningful role in the modern Marine Corps' mission. Among their concerns were the following points:

- Modern warfare does not offer options for "storming the beaches," as the old Marine Corps model envisioned. [illegible] the [illegible] [illegible] ronism in the modern day. As Laura Peterson, a defense analyst with Taxpayers for Common Sense, put it, "The EFV is just a relic of the Cold War, a dinosaur gathering dust."
- The advance in cruise missile technology makes the "25 mile offshore" model obsolete. When the EFV was envisioned, it was believed that the Navy could protect its ships by remaining just over the horizon, disembarking EFVs from that distance to assault enemy shores. Critics contended that new cruise missiles have a range of over 100 miles, making the EFVs or the Navy's ships vulnerable to attack if they were to follow the original model.
- The flat bottom of the EFV, necessary for ship-to-shore transportation, makes them extremely vulnerable to the shaped charges from improvised explosive devices (IEDs), used so effectively in Iraq and Afghanistan. General Dynamics argued that redesigning the bottom of the vehicle would alter its amphibious characteristics.

A number of senior Pentagon officials, including the Commandant of the Marine Corps, stood by the EFV, arguing that the Marine's "expeditionary" mission will remain alive and in effect into the foreseeable future. The EFV, they believed, was a critical element in the deployment and striking capability of the Marines. However, other high-ranking government officials, including the Secretary of Defense, gave only tepid and qualified support for the continued development and deployment of the EFV.

Final rounds of funding began to limit additional money for the EFV and to tie continued support to the ability of General Dynamics and the Marines to demonstrate much improved reliability and overall system effectiveness. For example, in 2010 the Senate Appropriations Committee authorized $38 million for one more round of tests and set aside $184 million to shut the program down in the event the vehicle failed the tests again. The axe finally fell at the start of 2011, when Secretary Gates sent his preliminary budget to Congress. Among the casualties of the cost-cutting knife was the EFV program. The program had long been teetering on the brink, so in a world of smaller Pentagon budgets and more aggressive [illegible] [illegible] [illegible]

Internet Exercises

5.12 Go to http://4pm.com/category/project-plan/wbs/ and view a short tutorial on developing an effective Work Breakdown Structure. Why does this site specifically warn against creating a laundry list of project activities? What are some of the dangers in creating poor Work Breakdown Structures and the advantages of doing them effectively?

5.13 Go to http://www.gwdc.org/docs/msesp/Technical%20Proposal.pdf to see a process for describing and creating a Statement of Need for the Minnesota State Energy Sector Partnership. In your opinion, what are some of the critical elements in this Statement of Need? Why? What would you include in the Statement of Need for those considering joining in this initiative? For example, "Employment opportunities" or the "Strategy and Work Plan".

5.14 Access https://www.mtholyoke.edu/sites/default/files/datawarehouse/docs/dwprojectprocessanddocumentation.pdf. Analyzing the comprehensive Scope Statement for the data warehousing project, what problem is this project seeking to address? What is the proposed solution?

PMP CERTIFICATION SAMPLE QUESTIONS

5.15 What is the lowest level of decomposition in the Work Breakdown Structure called?
- a. Work package
- b. Deliverable
- c. Subdeliverable
- d. Project

5.16 All of the following define a work package EXCEPT:
- a. [illegible]
- b. [illegible]
- c. A work package may include several milestones
- d. A work package can be created and addressed regardless of other organizational procedures or cultural [illegible]

5.17 George has been assigned to be the new project manager for our project. He is eager to get off to a good start and wants to identify what activities he should first engage in. How would you advise him to start?
- a. Begin with the Work Breakdown Structure (WBS)
- b. Begin with a clear scope statement
- c. Begin with a problem statement and Statement of Work (SOW)
- d. Begin with clear work authorization

5.18 The project manager wants to make sure that he is proceeding in the right order as he moves to develop a clear scope for his project. During scope definition, what should he be doing?
- a. Involving stakeholders and verifying that they have all provided their input to the process
- b. Developing his WBS and OBS
- c. Moving as quickly as possible to the determination of scope reporting methods
- d. Identifying all necessary vendors for any outsourcing that must be done

5.19 A hospital expansion is being planned for a community. As part of the scope of this project, it will be necessary to close down the access routes into the emergency room for major remodeling. However, because this is the only hospital for trauma cases within 50 miles, it is not possible to completely shut down the emergency room. The project team will have to find a means to remodel the emergency room while allowing for continuous operation of the unit. This is an example of what?
- a. Negotiation points with the owner
- b. Constraints
- c. Initial assumptions
- d. Milestone development

5.20 A Responsibility Assignment Matrix (RAM) does NOT include:
- a. Who does what activity on the project
- b. Job roles and responsibilities for groups
- c. Job roles for team members
- d. Project reporting relationships

5.21 The work authorization system ensures that:
- a. All the work and only the work gets performed
- b. Work gets performed in the right order and at the right time
- c. Work is done completely and according to specifications
- d. Project managers are allowed total control over project [illegible]

5.22 A project plan should [illegible] EXCEPT:
- a. Approved by all stakeholders
- b. A formal document
- c. Distributed to [illegible]
- d. Used to manage project execution

5.23 The process for reviewing and accepting project deliverables is called:
- a. Scope verification
- b. Scope definition
- c. Work Breakdown Structure (WBS)
- d. Scope authorization

5.24 A project charter should always include:
- a. The scope management plan
- b. Stakeholder sign-offs
- c. The business need behind the project
- d. The Work Authorization documentation

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Answers

5.15. a—The work package is the lowest level in the Work Breakdown Structure (WBS).
5.16. d—A work package should fit organizational procedures and culture.
5.17. c—The project should initiate with a clear problem statement and understood SOW supporting it.
5.18. a—It is critical that all stakeholders have the opportunity to contribute their input to the project during the scope definition phase.
5.19. b—The need to keep the emergency room open during the remodeling is an example of working around existing project constraints.
5.20. d—a RAM does not include reporting relationships.
5.21. b—work authorization ensures that work gets done in the right order and the right time.
5.22. a—the project plan does not need approval from all stakeholders.
5.23. a—Scope verification is the process of reviewing and accepting deliverables.
5.24. c—charters must include the business need behind the project.

MS Project Exercises

Using the information provided below, construct a simple WBS table for the project example.

Project Outline—Remodeling an Appliance

I. Research Phase
   A. Prepare product development proposal
      1. Conduct competitive analysis
      2. Review field sales reports
      3. Conduct technological capabilities assessment
   B. Develop focus group data
   C. Conduct telephone surveys
   D. Identify relevant specification improvements
II. Design and Engineering Phase
   A. Interface with marketing staff
   B. And so on
III. Testing Phase
IV. Manufacturing Phase
V. Sales Phase

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APPENDIX 5.1

Sample Project Charter

PROJECT CHARTER

Version History

Version #	Implemented By	Revision Date	Approved By	Approval Date	Reason
0.1	Sarah Hughes	9/1/17			Initial charter draft
0.2	Sarah Hughes	10/1/17	George Blankenship	10/4/17	Updates per sponsor
0.3	Sarah Hughes	10/15/17			Updates per executive committee

Project Title: Project Management Resource Training and Deployment

Scope and Objectives: The XYZ Corporation has determined that it is understaffed in relation to fully-trained and appropriately deployed project managers. There is an urgent need to identify potential candidates internally and create training programs to develop their project management skills. Further, project managers within the corporation must perceive a career path through the project management function as a means to promotion to higher corporate levels.

Overview: Since 2015, business-related commercial projects have increased by 55%, resulting in average resource commitment of 31 hours per week on project-related activities. Average project performance since 2015 has been significantly degraded: average cost overrun = 28%, average

schedule overrun = 34%, and quality failure mitigation costs have increased by 24%. Project manager resources have decreased in real numbers from 112 in 2012 to 87 in 2017 (a loss of 22%). The Human Resources department projects that we will see an additional 41 project managers retire within the next three years. The XYZ Corporation cannot continue to sustain the losses from project ventures, coupled with the loss of senior project personnel. This project was initiated to begin identifying and training a replacement cohort of project managers.

General Objectives:

1. Identify potential project managers from within Engineering, Commercial, and Supply Chain functions.
2. Determine the critical skill set that successful project managers need at XYZ.
3. Develop training programs to promote the critical project management skill set.

Specific Objectives:

1. Identify potential project managers.
   a. Determine strong candidates through mentoring and past experience on projects.
   b. Enlist their willingness to commit to project management as a career path.
   c. Develop "candidate ready" list and "potential future candidate" list.
2. Determine critical project management skills.
   a. Survey leaders and team members of past successful projects.
   b. Work with local university faculty to create a database of critical skills.
3. Initiate project manager training program.
   a. Secure top management support and funding.
   b. Identify appropriate HR staff and university faculty for training.

Defining Conditions and Constraints: The project management resource training and deployment program must be operational within six months of approval. The program will occur in three phases: (1) project management skill survey, (2) candidate identification, and (3) program development. All elements of the survey and candidate identification must be completed before formal [illegible] can be conducted with the local university faculty.

Project Organization: Key members of the project team are:

2. [illegible]
3. Disciplinary Representatives: Teresa Connelly, Supply Chain
   a. Teresa Connelly, Supply Chain and Procurement
   b. Vince Walters, Commercial
   c. Evan Telemann, Engineering
4. Team members: No more than two additional team members from the disciplinary functions will be appointed, based on recommendations from the disciplinary representatives. All team members will be 100% dedicated to the project for a period of not less than 90 business days.

Project Manager Responsibilities:

1. Staffing – The project manager is ultimately responsible for the performance of all members of the team and will be granted authority, in collaboration with each person's current disciplinary manager, to complete a performance appraisal for the calendar year. The project manager is authorized to use one member of the clerical staff on a half-time (20 hours) basis per week for the duration of the project. Additional staff support may be available upon request.
2. Budget – The estimated budget for this project, including fully loaded personnel charges, is $240,000, to be charged against the Human Resources budget in three equal monthly installments. Additional budget money may be available upon formal request submitted jointly by the project manager and sponsor to the executive committee.
3. Status Updates – All communications on project status must be made to the chief executive officer. Additionally, monthly updates on the project status will be made at executive committee meetings.

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4. Planning/Tracking – The project will use standard corporate tracking software (MS Project) and will report on schedule, exception reports, slippages, and cost performance. Additionally, earned value metrics (SPI and CPI) will be employed throughout the project duration.
5. Change Control and Configuration – The project manager will have authority to make changes to the project provided they do not exceed $2,500 and have no negative impact on the project schedule. Otherwise, changes to the project scope or development must receive sponsor approval.
6. Project Plan – A formal project plan, including Statement of Work (SOW), risk assessment and mitigation, Work Breakdown Structure (WBS), schedule, and budget must be submitted to the sponsor no later than June 15.

Authority: The project manager will have full authority to identify necessary tasks and resources needed to help complete these assignments. Where resource conflicts occur, the sponsor and other disciplinary VPs will resolve them.

Approvals:

Vice President Engineering _____

Vice President Supply Chain and Procurement _____

Vice President Commercial _____

Vice President Human Resources _____

President and CEO _____

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INTEGRATED PROJECT

Developing the Work Breakdown Structure

Develop a Work Breakdown Structure for your project based on the identified goals from the first assignment. Provide a detailed assessment of the various components of the project, going down through the work package stage to tasks and subtasks (if appropriate). Next, assess the personnel needs for the project. How many core team members will be necessary to achieve the project's goals? What are their positions within the organization? Remember to use the project scope as the basis for determining all the elements of the project, the personnel responsible for each component, and the associated budget for each task.

In addition to identifying the tasks and key personnel requirements for the project, construct a Responsibility Assignment Matrix (RAM) that demonstrates the interrelationship among project team members.

SAMPLE WORK BREAKDOWN STRUCTURE—ABCUPS, INC.

Personnel Table

Name	Department	Title
Carol Johnson	Safety	Safety Engineer
Bob Hoskins	Engineering	Industrial Engineer
Sheila Thomas	Management	Project Manager
Randy Egan	Management	Plant Manager
Stu Hall	Industrial	Maintenance Supervisor
Susan Berg	Accounting	Cost Accountant
Marty Green	Industrial	Shop Supervisor
[illegible]	[illegible]	[illegible]
Sally Reid	Quality	Jr. Quality Engineer
Lanny Adams	Sales	Marketing Manager
[illegible]	[illegible]	[illegible]

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WORK BREAKDOWN STRUCTURE—ABCUPS' PROCESS MODIFICATION

Process Modification Project			1000
Deliverable 1	**Feasibility Study**		1010
Work Package 1	Conduct feasibility study	1011	
Work Package 2	Receive technical approval	1012	
Work Package 3	Get administrative sign-off	1013	
Deliverable 2	**Vendor Selection**		1020
Work Package 1	Research equipment	1021	
Work Package 2	Qualify suppliers	1022	
Work Package 3	Solicit quotes from suppliers	1023	
Work Package 4	Negotiate price and terms	1024	
Work Package 5	Approval and contracts	1025	
Deliverable 3	**Design**		1030
Work Package 1	Factory floor redesign	1031	
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6

Project Team Building, Conflict, and Negotiation

Chapter Objectives

After completing this chapter, you should be able to:

- **6.1** Understand the steps involved in project team building.
- **6.2** Know the characteristics of effective project teams and why teams fail.
- **6.3** Know the reasons why project teams often fail.
- **6.4** Know the stages in the development of groups.
- **6.5** Describe how to achieve cross-functional cooperation in teams.
- **6.6** See the advantages and challenges of virtual project teams.
- **6.7** Understand the nature of conflict and evaluate response methods.
- **6.8** Understand the importance of negotiation skills in project management.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Plan Human Resource Management (PMBoK sec. 9.1)
2. Acquire Project Team (PMBoK sec. 9.2)
3. Develop Project Team (PMBoK sec. 9.3)
4. Manage Project Team (PMBoK sec. 9.4)

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PROJECT PROFILE

Team-Building Events – Heli-skiing and Zombie Apocalypses

Developing an effective team out of a group of co-workers will always be a challenge. Project teams are often comprised of members from different functional groups, different geographical regions, and different ethnicities. This is why so many companies are committed to team building, spending time and money to first build cohesive teams before turning them loose on their project assignments. As part of their efforts to get the maximum value and motivation out of their employees, more and more organizations are thinking outside the box, enlisting creative event planners to organize truly memorable experiences. In the UK, Buyagift.com organizes adventure games, including opening an abandoned shopping mall to corporate teams so they can experience the thrill of fighting off hordes of aggressive zombies. These adventures are intended to promote team approaches to problem solving and working together under extreme situations. Whether it is working to meet a stressful deadline or fighting the undead, the underlying lessons of teamwork, mutual reliance, and appreciation of each other's strengths are critical.

It used to be that organizations that wanted to promote team-building exercises were content with company picnics, "zoo days," pizza parties, or bowling events. Now to an increasing degree, organizations are reaching beyond the commonplace and looking for memorable activities that challenge their workers mentally and physically, force them to work together in teams, and build long-lasting camaraderie. In promoting this brand of team development, more and more organizations are willing to spend serious money for the experience. How much do these events cost? The sky is the limit says Cathy Israel, Chief Operating Officer (COO) for the U.S.-based Best Corporate Events. She reports on one company that enlisted her firm's help in staging an event for over 6,500 of its people: the final cost was nearly $400,000. Other high-end event planners offer heli-skiing for up to eight people, with a helicopter flying participants to the top

(*continued*)



FIGURE 6.1 Competing with Your Team at a Tough Mudder Event
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of Alaskan mountains. After spending the day skiing back down to base camp at a private lodge, team members enjoy gourmet meals cooked by chefs. The price for eight people starts at more than $40,000, according to Vice President Bill Gates.

For those with more modest budgets, there are still plenty of options. The UK company Rabble organizes special "Hunger Games" team-building events in which teams are split into groups and sent hunting for items that might help them on their final quest. For the finale, they use battle equipment such as laser guns, dodgeballs, and archery equipment. Also, like the real Hunger Games, the last man or woman standing wins. Less aggressive team-building events include opportunities to work together on horse farms, where team members first practice bonding with horses and then with each other. Weekend getaways to posh seaside locations with massages and water sports in a relaxing setting are also used as a means to make workers more social and committed to their teams.

Still it seems that for many companies, the more active and over-the-top the outlets for developing their teamwork skills, the better. Brian Scudamore, CEO of O2E Brands of Vancouver, routinely pursues memorable events with his employees, all with an eye toward improving their morale and cultivating positive relationships with their teams. Some examples of out-sized adventures for team-building include being helicoptered from a Las Vegas hotel into the Grand Canyon for a picnic, driving NASCAR race cars around a track at 150 mph, and competing as a team in Tough Mudder assault courses. Any experience that takes people out of their comfort zone can serve as an encouragement for teams of professionals to work better together.

What kind of company sends its employees on extreme team building exercises? Executives at these event planning firms say their customers range from tech start-ups to supermarket chains and HR companies. However, the more aggressive events are particularly popular with competitive professions such as new product development, sales teams, and bankers. People who spend their days engaged in competitive business pursuits find that they are naturally drawn to competitive team-building events. The key is to make sure that everyone realizes, at the end of the day, that they are all on the same side.[1]

Introduction

The difficulties involved in building and coordinating an effective team can be daunting and highly complex. Becoming technically proficient at scheduling, budgeting, and project evaluation is essential in developing project management skills, however, it is equally important to develop an appreciation for and willingness to undertake the human challenges of the job. **Team building** and conflict management are two of the most important *people skills* that project managers can cultivate, but they are also two of the most difficult undertakings. We must use our leadership skills to negotiate with department managers for access to skilled personnel for team staffing, and we must recognize that no project team comes fully assembled and ready to go. Simply grouping a collection of diverse individuals together is not the same thing as building a team.

This chapter offers an overview of some of the key behavioral tasks facing project managers: staffing a project team, building a sense of common purpose and shared commitment, encouraging cross-functional cooperation among team members, and recognizing the causes of and resolving conflicts among all project stakeholders. The bad news is that this is not an easy process; it does not involve formulas or calculations in the same way that task duration estimation does. The "rules" of human behavior often consist of broad generalizations at best, which should be used only to suggest appropriate managerial actions. The good news is that when carefully evaluated and applied, managing the people side of project management can be just as effective, rewarding, and important for project success as any of the technical duties.

Project staffing, team building, cross-functional cooperation, and conflict management are not supplementary topics in project management. Rather, the study of these skills is central to our ability to become proficient in a highly complex and challenging profession. This chapter will not only analyze the team building and conflict-resolution processes, it will also offer prescriptive advice on how to improve these processes and gain skills in managing human behavior. One point is clear: if we undertake projects with a project team as our principal resource for getting the project completed, it is vital that we learn everything possible about how to mold people into a high-performing team, and how to control the inevitable conflicts that are likely to emerge along the way.

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Building the Project Team

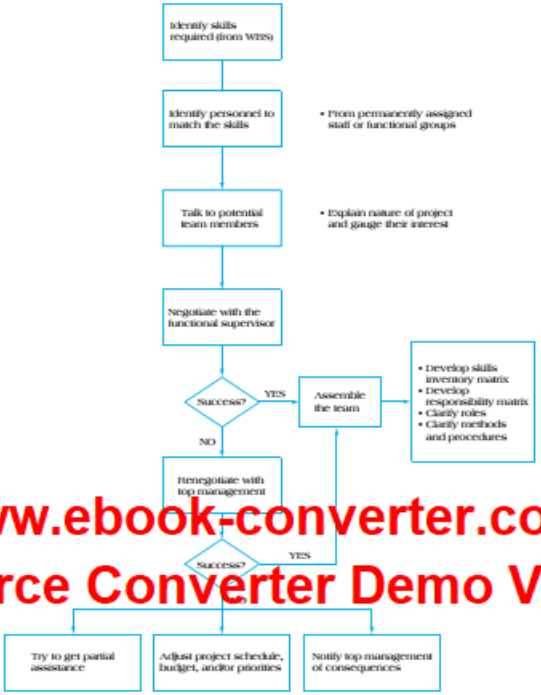
LO 6.1 Understand the steps involved in project team building.

Team building doesn't happen by accident. A great deal of careful work and preparation goes into the steps necessary to first staff, and then develop, project team members to the point where they begin to function jointly and the project reaps positive dividends from their collective performance. The best-case scenario for project managers is to take over a project with a unified team composed of individuals who lobbied for and were awarded membership on the team. Unfortunately, in many organizations project teams are put together based on other criteria, most notably whoever is available. Regardless of the circumstances, the project manager is faced with the challenge of creating from a set of diverse individuals a high-performing, cohesive project team. The preferred process, however, should be as structured as possible, and staffing is ideally aligned with the project manager's judgment of what is best for the project.

Figure 6.2 illustrates how project team personnel may be assigned. Within many organizations this process emerges as the result of protracted negotiations with functional or departmental supervisors, as we discussed in Chapter 2. The flowchart in Figure 6.2 illustrates several key decision points or critical interfaces in developing a project team.[2]

IDENTIFY NECESSARY SKILL SETS

The first stage in project team development is to conduct a realistic assessment of the types of skills the team members will need in order to complement each other and perform their project duties as effectively as possible. For example, in projects with a high technical complexity, it is imperative to ascertain the availability of skilled human resources and their capability of adding value to the



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FIGURE 6.2 Basic Steps in Assembling a Project Team

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project development. No one should seriously embark on a software development project without first ensuring that the technical steps in the project are clearly understood.

IDENTIFY PEOPLE WHO HAVE THE REQUIRED SKILLS

Once a reasonable assessment of the required project skills has been completed, a complementary assessment of the availability of personnel with the requisite skills is necessary. We have two options: (1) hire new personnel for the project (e.g., in many cases, companies will hire contractors on a fixed-term basis for the life of a project), or (2) train current personnel to become proficient in the skills they will need to perform the tasks. The final decision often comes down to a cost/benefit assessment based on questions such as: Who can do the work? Is the cost of hiring or training the

person to do the job prohibitively expensive? Once the person has been trained/hired, will these skills be of continuing benefit to the company?

TALK TO POTENTIAL TEAM MEMBERS AND NEGOTIATE WITH FUNCTIONAL HEADS

The third step in the process of building the project team involves opening communication with likely candidates for the team and assessing their level of interest in joining the project. In some cases, personnel have a great deal of authority in assigning their own time to projects. However, in most cases and particularly within functional organizations, all functional specialists are under the authority of departmental heads. Consequently, at some point the project manager must begin to enter into negotiations with these functional heads for the services of prospective project team members. These negotiations can be complex and lengthy.

Departmental managers generally are not opposed to the use of their personnel on projects. They are, however, primarily concerned with the smooth operations of their organizations. Depriving a functional manager of key personnel to serve on a project team can be seen as threatening a smoothly-operating department. Hence, negotiations are required. Among the issues to be decided are:

1. ***How long are the team members, services required?*** Project team members can be assigned on a full-time basis (40 hours per week) or a part-time basis (less than 40 hours per week). Furthermore, the team member may be assigned for a fixed period (e.g., six months) or for the duration of the project.
2. ***Who should choose the person to be assigned to the project?*** Another point of negotiation is the question of who should select the individual to serve on the project team. The functional manager may have her own ideas as to the best choice, while the project manager may employ different criteria and come up with other possible candidates.
3. ***What happens when special circumstances arise?*** In the event of some emergency or special circumstance, the functional department head may wish to retain control of the team member or have the option of suddenly recalling that individual back to work on departmental activities. How will "emergencies" be defined? If the team member is recalled, how will the department provide a replacement? What is the maximum amount of time a team member can be borrowed from his project duties? All these questions are important and should be resolved prior to the assignment of project team members.

Most project resources are negotiated with department managers. This point is critical: for the majority of project managers, their outright control over project team members may be limited, particularly in the early phases of the project. Hence, the project manager must engage in negotiations with functional managers. Prior to entering negotiations, the project manager should engage in at this point is to think carefully about the types of expertise, the skills that will be required for successful completion of the project, and begin bargaining with these clear goals in mind. Treat functional managers as allies, not opponents. The organization supports the project and therefore functional departments will support it as well, but their level of support must be carefully planned in advance.

BUILD IN FALLBACK POSITIONS

What are your options as the project manager when resources are not available? Suppose, for example, that you need three highly trained design engineers for the project and the head of engineering is unwilling to part with them or negotiate a compromise. As Figure 6.2 demonstrates, in the event that negotiations with functional managers and top managers are not fruitful, the project manager is faced with three basic alternatives.

TRY TO NEGOTIATE FOR PARTIAL ASSISTANCE The best alternative to an outright refusal is to seek some limited assistance. One reason for this approach is that it gets your foot in the door. Once the personnel are assigned to the project, even on limited terms, it forms the basis for your returning to the department head at a later point to ask for them again, while only slowing down the project marginally. This principle argues, in effect, that it is better to have half a loaf than none.

ADJUST PROJECT SCHEDULES AND PRIORITIES ACCORDINGLY When critical resources are not available, the project schedule must be adjusted to reflect this fact. As we will note in Chapter 12 on Resource Management, there is no point in developing a sophisticated project schedule if it is not

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supported by resources. To put it another way, until we can match people to project tasks, we cannot make progress. With a failure to convince functional managers that their resources are needed to support the project, serious and honest adjustments must be made to all project plans, including scope documents, schedules, risk assessment, and so forth.

NOTIFY TOP MANAGEMENT OF THE CONSEQUENCES Failing to gain necessary resources must be reported to top management, the ultimate sponsors of the project. They may, in the end, become the final arbiters of the resource and staffing question. In the face of persistent resistance from a functional manager, the only recourse may be to present to top management, as candidly as possible, the implications for project success without sufficient support. The final decision then comes down to top management: they will either support the project and require that staffing be completed as requested, suggest a compromise, or support the functional manager. In the first two cases, the project will proceed; in the third, top management is effectively ending the project before it has begun.

ASSEMBLE THE TEAM

When the project has been staffed and approved, the final step is assembling the project team. This involves developing a skills inventory matrix that identifies the skills needed for the project against the skills team members have acquired, and a responsibility matrix using the Responsibility Activity Matrix (RAM) methodology discussed in Chapter 5. Also, all project team roles and responsibilities must be clarified, along with all project team methods, expectations, and standard operating procedures. Where any of these do not exist, it will be necessary to begin establishing them.

Characteristics of Effective Project Teams

LO 6.2 Know the characteristics of effective project teams and why teams fail.

A great deal of research has investigated the qualities that effective teams possess and how those same qualities are missing from less effective groups. Successful teams share common underlying [illegible] mission, an [illegible] dependence on [illegible], a high level of trust, a shared sense of [illegible], and a results orientation.

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A CLEAR SENSE OF MISSION

A key [illegible] project success is a clear project mission. [illegible] must be mutually understood and accepted by all team members. Research has demonstrated that a clearly understood project mission is the number one predictor of success as the project is being developed.[4] Two important issues are clear from this. First, project teams perform well when there is a clear sense of purpose or objective for their project and second, the more widely-shared and understood those goals, the better the project performance. The alternative is to allow the project manager to function as the hub of a wheel, with each team member as a separate spoke, interacting only through the project manager. This arrangement is not nearly as useful or successful as one in which all project team members understand the overall project objectives, and how their performance contributes to achieving these objectives.

A mistake sometimes made by project managers is to segment the team in terms of their duties, giving each member a small, well-specified task but no sense of how that activity contributes to the overall project development effort. This approach is a serious mistake for several important reasons. First, the project team is the manager's best source for troubleshooting problems, both potential and actual. If the team is kept in the dark, members who could potentially help with the smooth development of the project through participating in other aspects of the installation are not able to contribute in helpful ways. Second, team members know when they are being kept in the dark about various features of the project on which they are working and they tend to resent it. Consciously or not, when project managers keep their team members isolated and involved in fragmented tasks, they are sending the signal that they either do not trust them, or do not feel that they have the competence to address issues related to the overall implementation effort. Finally, from a "firefighting" perspective, it simply makes good sense for team leaders to keep their people abreast of the status of the project. The more time spent defining goals and

clarifying roles in the initial stages of the team's development, the less time will be needed to resolve problems and adjudicate disputes down the road.

A PRODUCTIVE INTERDEPENDENCY

Interdependency refers to the degree of joint activity among team members that is required in order to complete a project. If, for example, a project could be completed through the work of a small number of people or one department in an organization, the interdependency needed would be considered low. In most situations however, a project manager must form a team out of members from various functional areas within the organization. For example, an IT project introduction at a large corporation could conceivably require a team that included members from the information systems, engineering, accounting, marketing, and administration departments. As the concept of **differentiation** suggests, these individuals each bring to the team their preconceived notions of the roles that they should play, the importance of their various contributions, and other parochial attitudes.

Interdependencies refer to the degree of knowledge that team members have and the importance they attach to the interrelatedness of their efforts. Developing an understanding of mutual interdependencies implies developing a mutual appreciation for the strengths and contributions that each team member brings to the table, and is a precondition for team success. Team members must become aware not only of their own contributions, but also of how their work fits into the overall scheme of the project and how it relates to the work of team members from other departments.

COHESIVENESS

Cohesiveness at its most basic level simply refers to the degree of mutual attraction that team members hold for one another and their task. It is the strength of the desire that all members have to remain a team. It is safe to assume that most members of a project team need a reason or reasons to contribute their skills and time to the successful completion of a project. Although they have been assigned to the project, for many individuals this project may compete with other duties or responsibilities that pull them in other directions. Project managers work to build a team that is cohesive [illegible] at their disposal, including reward systems, recognition, performance appraisals, and any other sources of organizational rewards in order to induce team members to devote time and energy to furthering [illegible].

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TRUST

Trust means different things to different people.[5] For a project team, **trust** can best be understood as the team's comfort level with each individual member. Trust is therefore manifested in the team's ability and willingness to squarely address differences of opinion, values, and attitudes and deal with them accordingly. Trust is the factor whose absence causes ideas of group cohesion and appreciation to become moot. The interesting thing about trust is that it can actually encourage disagreement and conflict among team members. When members of a project team have developed a comfort level that makes them willing to trust the opinions of others, no matter how much those opinions diverge from their own, it is possible to air opposing views, discuss issues, and even argue. Because we trust one another, the disagreements are never treated as personal attacks; rather, we recognize that views different from our own are valuable and can contribute to the project. Of course, before positive results can come from disagreement, we have to develop trust.

There are a number of ways in which project team members begin to trust one another. First, it is important for the project manager to create a "What happens here, stays here" mentality in which team members are not worried that their views will be divulged or confidences betrayed. Trust must first be demonstrated by the professionalism of the project manager and the manner in which she treats all team members. Second, trust develops over time. There is no way to jump-start trust among people. We are tested continuously to ensure that we are trustworthy. Third, trust is an "all-or-nothing" issue. Either we are trustworthy or we are not. There is no such thing as being slightly trustworthy. Finally, trust occurs on several levels:[6] (1) trust as it relates to professional **interaction** and the expectation of another person's competence ("I trust you to be able to accomplish the task"),

(2) trust that occurs on an integrity level ("I trust you to honor your commitments"), and (3) trust that exists on an emotional level based on intuition ("It feels right to allow you to make this decision"). Hence, it is important to recognize that trust among team members is complex, takes time to develop, is dependent on past history, and can occur on several levels, each of which is important to developing a high-performing team.

ENTHUSIASM

Enthusiasm is the key to creating the energy and spirit that drive effective project efforts. One method for generating team enthusiasm is to promote the idea of efficacy, the belief that if we work toward certain goals, they are attainable. Enthusiasm is the catalyst for directing positive, high energy toward the project while committing to its goals. Project managers, therefore, are best able to promote a sense of enthusiasm within the project team when they create an environment that is:

- *Challenging*—Each member of the project perceives his role to offer an opportunity for professional or personal growth, new learning, and stretching professionally.
- *Supportive*—Project team members gain a sense of team spirit and group identity that creates a feeling of uniqueness with regard to the project. All team members work collaboratively, communicate often, and treat difficulties as opportunities for sharing and joint problem solving.
- *Personally rewarding*—Project team members become more enthusiastic as they perceive personal benefits arising from successful completion of the project. Linking the opportunity for personal advancement to project team performance gives all team members a sense of ownership of the project and a vested interest in its successful completion.

The importance of enthusiasm among project team members is best illustrated by a recently witnessed example. A team leader had been charged with reengineering a manufacturing process at a large production plant in New England. Despite his initial enthusiasm and energy, he was getting increasingly frustrated with his project team, most of whom had been assigned to him without any of his input. His chief concern became how to deal with the constant litany of "We can't do that here" that he heard every time he offered a suggestion for changing a procedure or trying anything [illegible] team members [illegible] the walls [illegible] CAN! [illegible] the fresh coat of paint on the walls, [illegible] project manager had come in and done a little redecorating.) From that point on, the motto YES WE CAN! became the theme of the team and had a powerful impact on project success.

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RESULTS ORIENTATION

Results orientation suggests that each member of the project team is committed to achieving the project's goals. The project manager can influence team performance in many ways, but it is through constantly emphasizing the importance of task performance and project **outcomes** that all team members are united toward the same **orientation**. Some have referred to this phenomenon as the "eyes on the prize" attitude, a commonly held characteristic among successful project teams. The benefit of a results orientation is that it serves to continually rally team members toward the important or significant issues, allowing them to avoid squandering time and resources on problems that may be only peripheral to the major project goals.

Reasons Why Teams Fail

LO 6.3 Know the reasons why project teams often fail.

Because the challenges involved in creating high-performing project teams are so profound, it is not surprising that project teams fail to perform to their potential in many circumstances. Teams operate at less than optimum performance for a number of reasons, including poorly developed or unclear goals, poorly defined project team roles and interdependencies, lack of project team motivation, poor communication or leadership, turnover among team members, and dysfunctional behavior.[7]

POORLY DEVELOPED OR UNCLEAR GOALS

One of the most common causes of project team failure is the absence of clear and commonly understood project goals. When the project goals are fragmented, constantly changing, or poorly communicated, the result is a high degree of ambiguity. This ambiguity is highly frustrating for project team members for a number of reasons.

UNCLEAR GOALS PERMIT MULTIPLE INTERPRETATIONS The most common problem with poorly developed goals is that they allow each team member to make separate and often differing interpretations of project objectives. As a result, rather than helping the team to focus on the project at hand, these goals actually serve to increase disagreements as each team member interprets the project's goals in different ways.

UNCLEAR GOALS IMPEDE THE WILLINGNESS OF TEAM MEMBERS TO WORK TOGETHER When team members are faced with ambiguous goals, it is common for each person to interpret the goals in the most advantageous way for them. When goals are used to support individuals rather than team objectives, it often leads to situations in which one person's desire to satisfy the project goals as *he interprets them* actually conflicts with another team member's desire to satisfy her goals.

UNCLEAR GOALS INCREASE CONFLICT Project team conflict is heightened by vague goals that allow for multiple, self-centered interpretations. Rather than working on completing the project, team members expend energy and time in conflict with one another as they sift through project objectives.

POORLY DEFINED PROJECT TEAM ROLES AND INTERDEPENDENCIES

Team interdependencies describes how team members' activities coordinate with and complement other. To some degree, all team members depend on each other and must work in collaboration in order to accomplish project goals. High-performing teams are structured in ways that leave little ambiguity about individual roles and responsibilities. When team member assignments or responsibilities are not made clear, it is natural for disagreements to occur or for time to be wasted in clarifying assignments. Another serious problem with poorly defined roles is that it allows for significant [illegible] between team members. When team members are unaware of their roles and interdependencies in relation to other team members, it is common to lose time on the project through poor transitions from task to task.

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LACK OF PROJECT TEAM MOTIVATION

A common problem with poorly performing project teams is a lack of motivation among team members. Motivation is typically a highly individualistic phenomenon, suggesting that the factors that motivate one member of the project, such as technical challenge or opportunities for advancement, may not be motivating for another member. When overall project team motivation is low, however, the project's performance will naturally suffer as team members work at below-optimal performance. Some of the reasons why project team motivation may be low include the following:

THE PROJECT IS PERCEIVED AS UNNECESSARY When projects are viewed by team members as less than critical, their motivation to perform well will naturally be affected. Whether the project team members' perception of a project as unnecessary is correct or not, if the organization and the project manager allow this interpretation to become fixed, it is extremely difficult to achieve high motivation from the team. Consequently, project managers need to communicate to the project team as honestly as possible the benefits of the project, its goals, and why they are important for the organization.

THE PROJECT MAY HAVE LOW PRIORITY Team members within organizations are often aware of which project initiatives are considered high priority and which are not. Internal company communications including newsletters, e-mails, and other methods for highlighting activities clearly identify the projects that top management views as critical. When project team members perceive that they are working on a project of low priority, they adopt a low level of commitment to the project and have low motivation to perform well.

POOR COMMUNICATION

Poor communication comes about for a variety of reasons. For example, project team members may be uncertain about the structure of the project and the interdependencies among team members, so they do not know with whom they are expected to share information. Another reason communication within the project team can break down is that some team members are unwilling to share information, viewing it as a source of power over other members of the team. Communication also may be impeded within the project team due to the different functional or professional orientations of project team members. Technical personnel, such as engineers, are comfortable employing scientific or technical jargon that is hard for nontechnical personnel to understand. Likewise, professionals with financial backgrounds may use business-related terminology that is not clear to technical team members.

The key to resolving many communication problems lies in the project manager's willingness to establish and enforce standards for information sharing among team members, creating an atmosphere within the project team that encourages frank and open exchanges. Other mechanisms for encouraging cross-functional cooperation are examined in greater detail later in this chapter.

POOR LEADERSHIP

Chapter 4 discussed the importance of the project manager's approach to leadership in great detail. Because the project manager is often the linchpin holding the team together, the leadership style chosen by this individual is a key promoter or inhibitor of project team effectiveness. Project managers who adopt a "one-style-fits-all" approach to leadership fail to recognize that different leadership styles are required in order to get the best performance out of each team member. Furthermore, some project managers adopt a leadership approach that may be completely antithetical to the project team, browbeating, bullying, or threatening team members in the belief that the key to high project team performance is to create an atmosphere of fear and anxiety. Successful project leaders understand that leadership styles depend upon a number of relevant criteria within the project team—including the makeup of the team and the motivation, experience, and skill levels of team members—and modify their leadership style accordingly.

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A common problem in many organizations is that team members are assigned to a project and then are unexpectedly pulled off the project for reassignment. The higher the turnover among project team members, the more likely it is that the project manager will encounter project delays. Furthermore, the act of continually adding to and subtracting personnel from project teams causes problems with team learning and functioning. Research has found that because of learning curve effects, the act of adding team members to an ongoing project often has the effect of delaying the project. New team members need time to get caught up with the project, they are not clear on structure or team interrelationships, and they do not understand internal team dynamics.

Although the best-case scenario for project managers is to run projects in which team members do not turn over, the practical reality is that we must anticipate the potential for turnover and consider strategies that allow for minimal disruption to the project schedule when turnover does occur. One method of minimizing disruption is for the project manager to require that everyone on the team understands, as clearly as possible, not only her own role but also the roles of other team members, so that members can support activities that could be delayed due to staff "pullaways." Another option is for the project manager to work closely with functional department heads in order to anticipate the possibility of project team members prematurely leaving the team and begin prepping possible replacements.

DYSFUNCTIONAL BEHAVIOR

Dysfunctional behavior refers to the disruptive acts of some project team members due to personality issues, hidden agendas, or interpersonal problems. Sometimes the solution simply calls for recognizing which members are engaging in these behaviors and taking steps to correct the problem. Other times, serious cases of dysfunctional behavior may require that a team member be removed from the project team.

Stages in Group Development

LO 6.4 Know the stages in the development of groups.

The process of group development is a dynamic one.[8] Groups go through several maturation stages that are often readily identifiable, are generally found across a variety of organizations, and involve groups formed for a variety of different purposes. These stages are illustrated in Table 6.1 and Figure 6.3.[9]

STAGE ONE: FORMING

Forming consists of the process or approaches used to mold a collection of individuals into a coherent project team. This stage has sometimes been referred to as the "floundering" stage, because team members are unsure about the project's goals, may not know other team members, and are confused about their own assignments.[10] Team members begin to get acquainted with one another and talk

TABLE 6.1 Stages of Group Development

Stage	Defining Characteristics
Forming	Members get to know one another and lay out project and team ground rules.
Storming	Conflict begins as team members begin to resist authority and demonstrate hidden agendas and prejudices.
Norming	Members agree on operating procedures and seek to work together, develop closer relationships, and commit to the project development process.
Performing	Group members work together to accomplish their tasks.
Adjourning	Groups may disband either following the completion of the project or through significant reassignment of team personnel.

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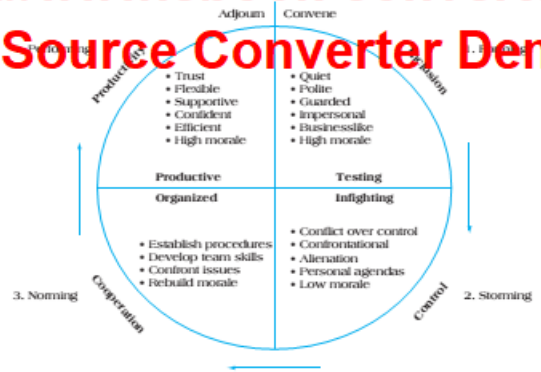


FIGURE 6.3 Stages of Team Development

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about the purposes of the project, how they perceive their roles, what types of communication patterns will be used, and what will be acceptable behaviors within the group. During the forming stage, some preliminary standards of behavior are established, including rules for interaction (who is really in charge and how members are expected to interact) and activity (how productive members are expected to be). The earlier this stage is completed the better, so that ambiguities further along are avoided. In these early meetings, the role of the team leader is to create structure and set the tone for future cooperation and positive member attitudes.

STAGE TWO: STORMING

Storming refers to the natural reactions members have to the initial ground rules. Members begin to test the limits and constraints placed on their behavior. Storming is a conflict-laden stage in which the preliminary leadership patterns, reporting relationships, and norms of work and interpersonal behavior are challenged and perhaps reestablished. During this stage, it is likely that the team leader will begin to see a number of group members demonstrating personal agendas, attempting to defy or rewrite team rules, and exhibiting prejudices toward teammates from other functional backgrounds. For example, a team member may unilaterally decide that it is not necessary for her to attend all team meetings, proposing instead to get involved later in the project when she is "really needed." Other behaviors may involve not-so-subtle digs at members from other departments ("Gee, what are you marketing people doing here on a technical project?") or old animosities between individuals that resurface. Storming is a very natural phase that all groups go through. The second half of this chapter addresses ways to handle all types of conflict.

STAGE THREE: NORMING

A *norm* is an unwritten rule of behavior. **Norming** behavior in a group implies that the team members are establishing mutually agreed-upon practices and attitudes. Norms help the team determine how it should make decisions, how often it should meet, what level of openness and trust members will have, and how conflicts will be resolved. Research has shown that it is during the norming stage that the cohesiveness of the group grows to its highest level. Close relationships develop, a sense of mutual concern and appreciation emerges, and feelings of camaraderie and shared responsibility [illegible] team will commence.

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STAGE FOUR: PERFORMING

[illegible] three phases have been properly dealt with that the team will have reached the level of maturity and confidence needed to effectively perform their duties. During the performing stage, team relationships are characterized by high levels of trust, a mutual appreciation for one another's performance and contributions, and a willingness to actively seek to collaborate. Morale has continued to improve over the project team's development cycle to this point, at which all team members are working confidently and efficiently. As long as strong task-oriented group norms were established early in the team's development and conflict was resolved, the performing stage is one of high morale and strong performance.

STAGE FIVE: ADJOURNING

Adjourning recognizes the fact that projects and their teams do not last forever. At some point, the project has been completed and the team is disbanded so its members can return to their other functional duties within the organization. In some cases, the group may downsize slowly and deliberately. For example, in the case of developing a systems engineering project, as various components of the system come online the services of the team's design engineer may no longer be needed and he will be reassigned. In other circumstances, the team will complete its tasks and be disbanded all at once. In either case, it is important to remember that during the final stages of the implementation process, group members are likely to exhibit some concern about their future assignments and/or new duties. Project managers need to be sensitive to the real concerns felt by these team members and, where possible, help smooth the transition from the old team to the new assignments.

PUNCTUATED EQUILIBRIUM

Although the "forming, storming, norming, performing" model was long thought to typify the expected stages of group development, later work by behavioral researcher Connie Gersick challenged the validity of the standard model of project team development.[11] Through a series of studies, she observed a dramatically different process by which project teams evolve. She referred to her model as *punctuated equilibrium*, based on a similar scientific model proposed by Stephen J. Gould to explain macroevolutionary change in the natural world. **Punctuated equilibrium** proposes that rather than evolution occurring as a steady state of gradual change, real natural change comes about through long periods of stasis, interrupted by some cataclysmic event that propels upward evolutionary adjustment.

This phenomenon of punctuated equilibrium frequently occurs in the field of group dynamics. Gersick's work suggests that the timing of group process changes is quite consistent across teams and situations. Most teams, she discovered, develop a set of operating norms very quickly, at the time of the first team meeting and on the basis of limited interaction and knowledge of one another or the project mission. These norms, which are often less than optimal, tend to guide group behavior and performance for a substantial period of the project's life. The group will continue to operate according to these norms until some trigger event occurs, almost precisely at the halfway point between the initial meeting and the project deadline (see Figure 6.4). The trigger event may be general dissatisfaction with the project's progress to date, a boiling over of interpersonal antagonisms, or some other external force. Nevertheless, once this eruption has occurred it serves as the motivation to revise group norms, develop better intragroup procedures, and promote better task performance. It is typically during this second phase of the group's life that the majority of effective work gets done and the group begins to function more as a team and less as a collection of individuals.

Punctuated equilibrium has some very important implications for project team leaders. First, it suggests that initial impressions are often lasting, as early behaviors and norms quickly solidify and become the controlling force behind the team's behavior. Project team leaders therefore need to take a hard look at how they run kickoff meetings, and the messages they send (intentional or otherwise) regarding appropriate task and interpersonal behavior. Second, the model suggests that groups collectively experience a form of "midlife crisis" in running their project, because a lack of [illegible] frustration that finally overwhelms them through the development process. Leaders need to plan for these behaviors, recognize the warning signs of their approach, and proactively chart the steps needed for more positive outcomes from the transition. Finally, Gersick's research found that group

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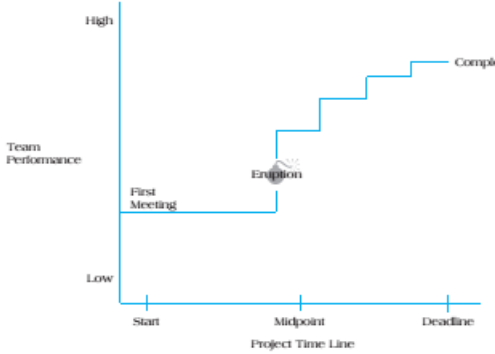


FIGURE 6.4 Model of Punctuated Equilibrium

members tended to feel increased frustration because they lacked a real sense of where the project stood at any point in time. Hence, project managers who wish to avoid the more damaging effects of midlife project transitions need to recognize that the more they plan for interim milestones and other indications of progress, the more they can mitigate the adverse effects of project team blowups.

Achieving Cross-Functional Cooperation

LO 6.5 Describe how to achieve cross-functional cooperation in teams.

What are some tactics that managers can use for effective team development? One research project on project teams uncovered a set of critical factors that contribute to **cross-functional cooperation.**[12] Figure 6.5 shows a two-stage model: The first set of factors influences cooperation, and the second set influences outcomes. Critical factors that influence cooperation and behavior are superordinate goals, rules and procedures, physical proximity, and accessibility. Through cross-functional cooperation, these influence both task outcomes (making sure the project is done right) and psychosocial outcomes (the emotional and psychological effects that strong performance will have on the project team).

SUPERORDINATE GOALS

A **superordinate goal** refers to an overall goal or purpose that is important to all functional groups involved, but whose attainment requires the resources and efforts of more than one group.[13] When Apple developed its latest iPad tablet, that venture included a number of subprojects including the creation of an updated, user-friendly operating system, graphical-user interface, several unique features and applications for running multiple programs, 4G and wireless capabilities, and so forth. Each of these subprojects was supported by dozens of electronics engineers, IT professionals, programmers and coding specialists, graphic designers, marketing research personnel, and operations and supply chain specialists, all working together collaboratively. The iPad could not have been successful if only some of the projects succeeded—they all had to be successful, requiring that their [illegible] cooperative working relationship.

The superordinate goal is an addition to, not a replacement for, other goals the functional groups may have set. The premise is that when project team members from different functional areas

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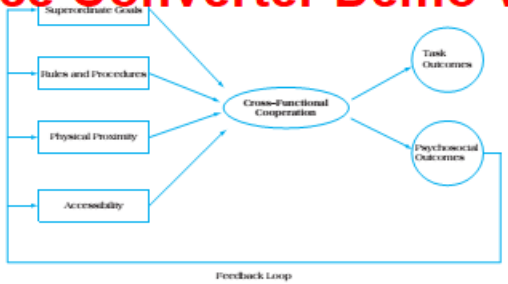


FIGURE 6.5 Project Team Cross-Functional Cooperation

Source: M. B. Pinto, J. K. Pinto, and J. E. Prescott. (1993). "Antecedents and consequences of project team cross-functional cooperation." *Management Science*, 39: 1281–97, p. 1283. Copyright 1993, the Institute for Operations Research and the Management Sciences, 7240 Parkway Drive, Suite 300, Hanover, MD 21076 USA. Reprinted by permission, Project Team Cross-Functional Cooperation.

share an overall goal or common purpose, they tend to cooperate toward this end. To illustrate, let us consider an example of creating a new software project for the commercial marketplace. A superordinate goal for this project team may be "to develop a high-quality, user-friendly, and generally useful system that will enhance the operations of various departments and functions." This overall goal attempts to enhance or pull together diverse function-specific goals for cost-effectiveness, schedule adherence, quality, and innovation. It provides a central objective or an overriding goal toward which the entire project team can strive.

RULES AND PROCEDURES

Rules and procedures are central to any discussion of cross-functional cooperation because they offer a means for coordinating or integrating activities that involve several functional units.[14] Organizational rules and procedures are defined as formalized processes established by the organization that mandate or control the activities of the project team in terms of team membership, task assignment, and performance evaluation. For years, organizations have relied on rules and procedures to link together the activities of organizational members. Rules and procedures have been used to assign duties, evaluate performance, solve conflicts, and so on. Rules and procedures can be used to address formalized rules and procedures established by the organization for the performance of the implementation process, as well as project-specific rules and procedures developed by the project team to facilitate its operations.

The value of rules and procedures suggests that in the absence of cooperation among team members, the company can simply mandate that it occur. In cases where project teams cannot rely on established, organization-wide rules and procedures to assist members with their tasks, they often must create their own rules and procedures to facilitate the progress of the project. For example, one such rule could be that all project team members will make themselves available to one another regarding project business.

PHYSICAL PROXIMITY

Physical proximity refers to project team members' perceptions that they are located within physi- [illegible] encourage them to do so.[15] For example, the sheer size and spatial layout of a building can affect working relationships. In a small building or when a work group is clustered on the same floor, relationships tend to be [illegible] and/or less spontaneous. In these situations, it is harder for employees to interact with members of either their own department or other departments.

Many companies seriously consider the potential effects of physical proximity on project team cooperation. In fact, some project organizations relocate personnel who are working together on a project to the same office or floor. The term "war room" is sometimes used to refer to this deliberate regrouping of project team members into a central location. When project team members work near one another, they are more likely to communicate and, ultimately, cooperate.

ACCESSIBILITY

While physical proximity is important for encouraging cross-functional cooperation, another factor, accessibility, appears to be an equally important predictor of the phenomenon. **Accessibility** is the perception by others that a person is approachable for communicating and interacting with regarding problems or concerns related to the success of a project. Separate from the issue of physical proximity, accessibility refers to additional factors that can inhibit the amount of interaction that occurs between organizational members, such as an individual's schedule, position in an organization, or out-of-office commitments. These factors often affect accessibility among organizational members. For example, consider a public-sector organization in which a member of the engineering department is physically located near a member of the city census department. Although these individuals are in proximity to each other, they may rarely interact because of different work schedules, varied duties and priorities, and commitment to their own agendas. Such factors often create a perception of inaccessibility among the individuals involved.

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OUTCOMES OF COOPERATION: TASK AND PSYCHOSOCIAL RESULTS

As Figure 6.5 suggests, the goal of promoting cross-functional cooperation among members of a project team is not an end unto itself. Rather, it reflects a means toward better project team performance and ultimately better project outcomes. Two types of project outcomes are important to consider: task outcomes and psychosocial outcomes. **Task outcomes** refer to the factors involved in the actual implementation of the project, such as time, schedule, and project functionality. **Psychosocial outcomes**, on the other hand, represent the team member's assessment that the project experience was worthwhile, satisfying, and productive. It is possible for example to have a project "succeed" in terms of completing its task outcomes, yet all team members are so disheartened due to conflict and bad experiences that they have nothing but bad memories of the project. Psychosocial outcomes are important because they represent the attitudes that project team members will carry with them to subsequent projects, as shown in the feedback loop in Figure 6.5. Was the project experience satisfying and rewarding? If so, we are much more likely to start new projects with a positive attitude than in circumstances where we had bad experiences on previous projects. Regardless of how carefully we plan and execute our project team selection and development process, our efforts may take time to bear fruit.

Finally, what are some general conclusions we can draw about methods for building high-performing teams? Based on research, project managers can take three practical steps to set the stage for teamwork to emerge:[16]

1. ***Make the project team as tangible as possible.*** Effective teams routinely develop their own unique identity. Through publicity, promoting interaction, encouraging unique terminology and language, and emphasizing the importance of project outcomes, project managers can create a tangible sense of team identity.
2. ***Reward good behavior.*** There are many nonmonetary methods for rewarding good performance. The keys are (1) flexibility—recognizing that everyone views rewards differently, (2) creativity—providing alternative means to get the message across, and (3) pragmatism—recognizing what can be rewarded and being authentic with the team about how superior performance will be recognized.
3. ***Develop a personal touch.*** Project managers need to build one-on-one relationships with project team members. If they lead by example, provide positive feedback to team members, [illegible] and consistent in applying work rules, project team members will come to value both the manager's efforts and his work on the project.

[illegible] suggestions are a good start for [illegible] building in the context of project management. Given the temporary nature of projects, the dynamic movement of team members on and off the team, and the fact that in many organizations team members are working on several projects simultaneously, building a cohesive project team that can work harmoniously and effectively to achieve project goals is extremely valuable.[17] Using these guidelines for team building should allow project managers to more rapidly achieve a high-performing team.

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Virtual Project Teams

LO 6.6 See the advantages and challenges of virtual project teams.

The globalization of business has had some important effects on how projects are being run today. Imagine a multimillion-dollar project to design, construct, and install an oil-drilling platform in the North Atlantic. The project calls on the expertise of partner organizations from Russia, Finland, the United States, France, Norway, and Great Britain. Each of the partners must be fully represented on the project team, all decisions should be as consensual as possible, and the project's success will require continuous, ongoing communication between all members of the project team. Does this sound difficult? In fact, such projects are undertaken frequently. Until recently, the biggest challenge was finding a way for managers to meet and stay in close contact, and constant travel was the only option. However, now more organizations are forming virtual project teams.

Virtual teams, sometimes referred to as *geographically dispersed* teams, involve the use of electronic media including e-mail, the Internet, and teleconferencing to link together members of a

project team that are not collocated to the same physical place. Virtual teams start with the assumption that physical barriers or spatial separation make it impractical for team members to meet in a regular, face-to-face manner. Hence, the virtual team involves establishing alternative communications media that enable all team members to stay in contact, make contributions to the ongoing project, and communicate all necessary project-related information with all other members of the project team. Virtual teams use technology to solve the thorny problem of productively linking geographically dispersed project partners.

Virtual teams present two main challenges: building trust, and establishing the best modes of communication.[18] Trust, as we have discussed, is a key ingredient needed to turn a disparate group of individuals into an integrated project team. Physical separation and disconnection can make trust slower to emerge. Communications media may create formal and impersonal settings, and the level of comfort that permits casual banter takes time to develop. This can slow down the process of creating trust among team members.

What are some suggestions for improving the efficiency and effectiveness of virtual team meetings? Following are some options available to project teams as they set out to use virtual technology:[19]

- ***When possible, find ways to augment virtual communication with face-to-face opportunities.*** Try not to rely exclusively on virtual technology. Even if it occurs only at the beginning of a project and after key milestones, create opportunities to get the team together to exchange information, socialize, and begin developing personal relationships.
- ***Don't let team members disappear.*** One of the problems with virtual teams is that it becomes easy for members to "sign off" for extended periods of time, particularly if regular communication schedules are not established. The best solution to this problem is to ensure that communications include both regular meetings and ad hoc get-togethers, either through videoconferencing or through e-mail and Internet connections.
- ***Establish a code of conduct among team members.*** While it can be relatively easy to get agreement on the types of information that need to be shared among team members, it is equally important to establish rules for when contact should be made and the length of acceptable and unacceptable delays in responding to messages.
- ***Keep [illegible] the big picture.*** Virtual teams may [illegible] the part of the project manager of the need to keep communication channels open. When team members understand how they fit into the big picture, they are more willing to stay in touch.
- ***Create a clear process for addressing conflict, disagreement, and group norms.*** When projects are initiated [illegible] the [illegible] [illegible] [illegible] bers' reactions and feelings about the project and one another may be minimal. It is helpful to create a set of guidelines for allowing the free expression of misgivings or disagreements among team members. For example, one virtual team composed of members of several large organizations established a Friday-afternoon complaint session, which allowed a two-hour block each week for team members to vent their feelings or disagreements. The only rule of the session was that everything said must remain within the project—no one could carry these messages outside the project team. Within two months of instituting the sessions, project team members felt that the sessions were the most productive part of project communication and looked forward to them more than to formal project meetings.

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Beyond the challenges of creating trust and establishing communication methods for dispersed teams, there are other considerations that should be addressed.[20] For example, selecting the appropriate technology tools is an important process. There is no single best means for communicating with all team members on all occasions. Communication options include synchronous (occurring in real time) and asynchronous (occurring outside of real time). An example of synchronous communication would be a direct conversation with another party. Asynchronous communication may include e-mail or posting to someone's Facebook wall. The underlying intent behind the communication may be either social or informational. We can use these communication tools to establish relationships with team members in the same way they are useful for passing along important project information.

Other suggestions for effectively using technology to manage a dispersed team include:[21]

- No one technology works for everything; use the technology that fits the task at hand.
- Vary how your team meets; always using teleconferences becomes routine and boring.

- Make sure to intermix meeting types and purposes to keep the team experience fresh. Overemphasizing just one type of meeting (social or informational) can lead to assumptions about the only types of meetings worth having.
- Communication technologies can be combined in various ways; for example, virtual whiteboards work well with videoconferencing.
- Asynchronous technologies tend to become the dominant forms as time-zone differences grow. Find methods for adding a synchronous element whenever possible.
- Training in the proper use of technology is critical to its effectiveness. Whoever facilitates the meetings must be an expert on the technologies employed.

PROJECT PROFILE

Tele-Immersion Technology Eases the Use of Virtual Teams

For many users of videoconferencing technology, the benefits and drawbacks may sometimes seem about equal. Although there is no doubt that teleconferencing puts people into immediate contact with each other despite great geographical distances, the current limitations on how far the technology can be applied leads to some important qualifications. As one writer noted:

> I am a frequent but reluctant user of videoconferencing. Human interaction has both verbal and nonverbal elements, and videoconferencing seems precisely configured to confound the nonverbal ones. It is impossible to make eye contact properly, for instance, in today's videoconferencing systems, because the camera and the display screen cannot be in the same spot. This usually leads to a deadened and formal affect in interactions, eye contact being a nearly ubiquitous subconscious method of affirming trust. Furthermore, participants aren't able to establish a sense of position relative to one another and therefore have no clear way to direct attention, approval or disapproval.[22]

It was to address these problems with teleconferencing that tele-immersion technology was created. Tele-immersion, a new medium for human interaction enabled by digital technologies, creates the illusion that a user is in the same physical space as other people, even though the other participants might in fact be thousands of miles [illegible] virtual [illegible] that [illegible] traditional limitations of [illegible] the [illegible], however, [illegible] a life-sized space.

This fascinating technology, which has emerged very recently, offers the potential to completely change the nature of how virtual project teams communicate with each other. Pioneered by Advanced Network & Services' [illegible] Tele-Immersion Initiative (NTII), tele-immersion [illegible] geographically [illegible] sites [illegible] collaborate in real time in a shared, simulated environment as if they were in the same physical room. Tele-immersion is the long-distance transmission of life-sized, three-dimensional synthesized scenes, accurately sampled and rendered in real time using advanced computer graphics and vision techniques. The use of this sophisticated representation of three-dimensional modeling has allowed teleconferencing to take on a whole new look; all members of the project literally appear in a real-time, natural setting, almost as if they are sitting across a conference table from one another.

With enhanced bandwidth and the appropriate technology, tele-immersion video conferencing offers an enormous leap forward compared to the current two-dimensional industry standards in use. In its current form, the tele-immersion technology requires the videoconference member to wear polarizing glasses and a silvery head-tracking device that can move around and see a computer-generated 3D stereoscopic image of the other teleconferencers, whereby the visual content of a block of space surrounding each participant's upper body and some adjoining workspace is essentially reproduced with computer graphics. This results in a more fully dimensional and compressible depiction of real-world environments than is possible with existing video technology. Just how far this technology is likely to go in the years ahead is impossible to predict, but no one is betting against it becoming the basis for an entirely new manner of conducting virtual team meetings.[23]

As Figure 6.6 demonstrates, recent advances in technology have allowed tele-immersion conferencing to sometimes dispense with extra equipment link goggles or tracking devices. The ability to translate and communicate sophisticated images of people, blueprints, or fully rendered three-dimensional models makes this technology unique and highly appealing as an alternative to standard telephone conferencing.

Virtual teams, though not without their limitations and challenges, offer an excellent method for applying the technical advances in the field of telecommunications to the problems encountered with global, dispersed project teams. The key to using them effectively lies in a clear recognition of what virtual technologies can and cannot do. For example, while the Internet can link team members, it cannot convey nonverbals or feelings that team members may have about

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FIGURE 6.6 Tele-Immersion Technology
Source: HO Marketwire Photos/Newscom

the project or other members of the project. Likewise, although current videoconferencing allows for real-time, face-to-face interactions, it is not a perfect substitute for genuine "face time" among project team members. Nevertheless, the development of virtual technologies has been a huge benefit for project organizations, coming as it has at the same time that teams have become more global in their makeup and that partnering project organizations are becoming the norm for many project challenges.

Conflict Management

LO 6.7 Understand the nature of conflict and evaluate response methods.

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[illegible] study [illegible] the [illegible] conflict [illegible] [illegible] conflict." Because so much of a project manager's time is taken up with active conflict and its residual aftermath, we need to understand this natural process within the project management context. This section of the chapter is intended to more formally explore the process of conflict, examine the [illegible] conflict [illegible] and manage [illegible] conflict [illegible] an understanding of some of the most common methods for de-escalating conflict.

WHAT IS CONFLICT?

Conflict is a process that begins when you perceive that someone has frustrated or is about to frustrate a major concern of yours.[25] There are two important elements in this definition. First, it suggests that conflict is not a state, but a process. As such, it contains a dynamic aspect that is very important. Conflicts evolve.[26] Furthermore, the one-time causes of a conflict may change over time; that is, the reasons why two individuals or groups initially developed a conflict may no longer have any validity. However, because the conflict process is dynamic and evolving, once a conflict *has* occurred the reasons behind it may no longer matter. The process of conflict has important ramifications that we will explore in greater detail.

The second important element in the definition is that conflict is perceptual in nature. In other words, it does not ultimately matter whether or not one party has truly wronged another party. The important thing is that one party *perceives* that to have occurred. That perception is enough, because for that party perception of frustration defines reality.

In general, most types of conflict fit within one of three categories,[27] although it is also common for some conflicts to involve aspects of more than one category.

Goal-oriented conflict is associated with disagreements regarding results, project scope outcomes, performance specifications and criteria, and project priorities and objectives. Goal-oriented conflicts often result from multiple perceptions of the project and are fueled by vague or incomplete goals that allow project team members to make their own interpretations.

Administrative conflict arises through management hierarchy, organizational structure, or company philosophy. These conflicts are often centered on disagreements about reporting relationships, especially concerning who has authority and administrative control for functions, project tasks, and decisions. A good example of administrative conflict arises in matrix organization structures, in which each project team member is responsible to two bosses, the project manager and the functional supervisor. In effect, this structure promotes the continuance of administrative conflict.

Interpersonal conflict occurs with personality differences between project team members and important project stakeholders. Interpersonal conflict sources include different work ethics, behavioral styles, egos, and personalities of project team members.

At least three schools of thought exist about how conflicts should be perceived and addressed. These vary dramatically depending upon the prevailing view that a person or an organization holds.[28]

The first view of conflict is the *traditional* view, which sees conflict as having a negative effect on organizations. Traditionalists, because they assume that conflict is bad, believe that conflict should be avoided and resolved as quickly and painlessly as possible when it does occur. The emphasis with traditionalists is conflict suppression and elimination.

The second view of conflict is the *behavioral* or contemporary school of thought. Behavioral theorists view conflict as a natural and inevitable part of organizational life. Differentiation across functional departments and different goals, attitudes, and beliefs are natural and permanent states among members of a company, so it is natural that conflict will result. The solution to conflict for behavioral theorists is to manage conflict effectively rather than attempt to eliminate or suppress it.

The third view of conflict, the *interactionist* view, takes behavioral attitudes toward conflict one step further. Where a behavioral view of conflict accepts it when it occurs, interactionists encourage conflict to develop. Conflict, to an interactionist, prevents an organization from becoming too stagnant and apathetic. Conflict actually introduces an element of tension that produces innovation, creativity, and higher productivity. The interactionists do not intend that conflict should continue without some controls, however; instead, they argue that there is an optimal level of conflict that improves the organization. Beyond that point, conflict becomes too intense and severe and begins hurting the company. The trick, to an interactionist, is to find the optimal level of conflict—too little leads to inertia, and too much leads to chaos.

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SOURCES OF CONFLICT

Potential sources of conflict in projects are numerous. Some of the most common sources include the limited resources (or scarce resources), schedules, goals (or organizational priorities), disagreements over goals or the means to achieve those goals, personal slights and threats to job security, long-held biases and prejudices, and so forth. Many of the sources of conflict arise out of the project management situation itself. That is, the very characteristics of projects that make them unique contribute some important triggers for conflict to erupt among project stakeholders.

ORGANIZATIONAL CAUSES OF CONFLICT Some of the most common causes of organizational conflict are reward systems, scarce resources, uncertainty, and differentiation. *Reward systems* are competitive processes some organizations have set up that pit one group or functional department against another. For example, when functional managers are evaluated on the performance of their subordinates within the department, they are loath to allow their best workers to become involved in project work for any length of time. The organization has unintentionally created a state in which managers perceive that either the project teams *or* the departments will be rewarded for superior performance. In such cases, they will naturally retain their best people for functional duties and offer their less-desirable subordinates for project teamwork. The project managers, on the other hand, will also perceive a competition between their projects and the functional departments and develop a strong sense of animosity toward functional managers whom they perceive, with some justification, as putting their own interests above the organization.

Scarce resources are a natural cause of conflict as individuals and departments compete for the resources they believe are necessary to do their jobs well. Because organizations are characterized by scarce resources sought by many different groups, the struggle to gain these resources is a prime source of organizational conflict. As long as scarce resources are the natural state within organizations, groups will be in conflict as they seek to bargain and negotiate to gain an advantage in their distribution.

Uncertainty over lines of authority essentially asks the tongue-in-cheek question, "Who's in charge around here?" In the project environment, it is easy to see how this problem can be badly exacerbated due to the ambiguity that often exists with regard to formal channels of authority. Project managers and their teams sit outside the formal organizational hierarchy in many organizations, particularly in functional structures. As a result, they find themselves in the uniquely fragile position of having a great deal of autonomy yet a strong responsibility to the functional department heads who provide the personnel for the team. For example, when a project team member from R&D is given orders by her functional manager that directly contradict directives from the project manager, she is placed in the dilemma of having to find, if possible, a middle ground between two nominal authority figures. In many cases project managers do not have the authority to conduct performance evaluations of their team members—that control is kept within the functional department. In such situations the team member from R&D, facing role conflict brought on by this uncertainty over lines of authority, will most likely do the expedient thing and obey her functional manager because of his "power of the performance appraisal."

Differentiation reflects the fact that different functional departments develop their own mindsets, attitudes, time frames, and value systems, which can conflict with those of other departments. Briefly, differentiation suggests that as individuals join an organization within some functional specialty, they begin to adopt the attitudes and outlook of that functional group. For example, a member of the finance department, when asked her opinion of marketing, might reply, "All they ever do is travel around and spend money. They're a bunch of cowboys who would give away the store if they had to." A marketing member's opinion of finance department personnel might be similarly unflattering: "Finance people are just bean counters who don't understand that the company is only as successful as it is at selling its products. They're so hung up on their margins that they don't know what goes on in the real world." The interesting point about these views is that within their narrow frames of reference, they both are essentially correct: marketing is interested primarily in making sales, and finance is devoted to maintaining high margins. However, these opinions are by no means completely true; they simply reflect the underlying attitudes and prejudices of members of the respective functional departments. The more profound the differentiation within an organization, the greater the likelihood that individuals and groups will divide into "us" versus "them" arrangements, which will continue to promote and provoke conflict.

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INTERPERSONAL CAUSES OF CONFLICT The term *faulty attributions* refers to our misconceptions of the reasons behind another's behavior. When people perceive that their interests have been thwarted by another individual or group, they typically try to determine why the other party acted as it did. Frequently, they attribute another's actions to factors that are personal in nature. That is, they focus on personal malevolence, hidden agendas, or some other factor. Often, groups and individuals will attribute motives to another's actions that are personally most convenient. For example, when one member of a project team has his wishes frustrated, it is common to perceive the motives behind the other party's actions in terms of the most convenient causes. Rather than acknowledge the fact that reasonable people may differ in their opinions, it may be more convenient for the frustrated person to assume that the other is provoking a conflict for personal reasons, i.e., "He just doesn't like me." This attribution is convenient for the obvious and psychologically safe reason that if we assume the other person disagrees with us for valid reasons, it implies a flaw in our own position. Many individuals do not have the ego strength to acknowledge and accept objective disagreement, preferring to couch their **frustration** in personal terms.

Faulty communication is a second and very common interpersonal cause of conflict. Faulty communication implies the potential for two mistakes: communicating in ways that are ambiguous and lead to different interpretations, thus causing a resulting conflict, and unintentionally communicating in ways that annoy or anger other parties. Lack of clarity can send out mixed signals, such that the message the sender intended to communicate and that which was received and interpreted by the receiver do not match. Consequently, the project manager may be surprised and annoyed by the work done by a subordinate who genuinely thought she was adhering to the project manager's desires. Likewise, project managers often engage in criticism in the hopes of correcting and improving project team member performance. Unfortunately, even though the project manager may consider constructive criticism to be harmless, it may come across as a destructive, unfair critique if the information is not communicated accurately and effectively.

Personal grudges and *prejudices* are another main cause of interpersonal conflict. Each of us brings attitudes into any work situation. These attitudes arise as the result of long-term experiences or lessons

taught at some point in the past. Often these attitudes are unconsciously held; we may be unaware that we nurture them, and can feel a genuine sense of affront when we are challenged or accused of holding biases. Nevertheless these grudges or prejudices, whether they are held against another race, sex, or functional department, have a seriously debilitating effect on our ability to work with others in a purposeful team, and can ruin any chance at project team cohesion and subsequent project performance.

Table 6.2 illustrates some of the findings from two studies that investigated the major sources of conflict in project teams.[29] Although the studies were conducted more than a decade apart, the findings are remarkably consistent across several dimensions. Conflicts over schedules and project priorities tend to be the most common and intense sources of disagreement. Interestingly, Posner's research found that cost and budget issues played a much larger role in triggering conflict than did the earlier work of Thamhain and Wilemon. The significant changes in the rank ordering of sources of conflict and their intensity may be due to shifts in priorities or practices of project management over time, making issues of cost become a greater source of concern and conflict.[30] Nevertheless, Table 6.2 gives some clear indications about the chief causes of conflict within project teams and the intensity level (1 being the highest and 7 being the lowest) of these conflicts.

METHODS FOR RESOLVING CONFLICT

A number of methods for resolving group conflict are at the project manager's disposal. Before making a decision about which approach to follow, the project manager needs to consider several issues.[31] For example, will the project manager's siding with one party to the dispute alienate the other party? Is the conflict professional or personal in nature? Does any sort of intervention have to occur, or can team members resolve the issue on their own? Does the project manager have the time and inclination to mediate the dispute? All of these questions play an important role in determining how to approach a conflict situation. Project managers must learn to develop flexibility in dealing with conflict, knowing when to intervene versus when to remain neutral. We can choose to manage conflict in terms of five alternatives:[32]

MEDIATE THE CONFLICT In this approach, the project manager takes a direct interest in the conflict between the parties and seeks to find a solution. The project manager may employ either defusion or confrontation strategies. Defusion techniques involve playing down the significance of the conflict or the intensity with which individuals appear to feel about it. The manager might use such as "We are all on the same team here" to demonstrate her desire to defuse the conflict without plumbing its underlying source. Confrontation, which typically involves working with both parties to get to the root causes of the conflict, is the more intensive style of the two. In the short term, however, confrontation can be more effective as a mediating mechanism because it seeks to determine underlying causes of the conflict so they can be corrected. Project managers mediate solutions when they are not comfortable imposing a judgment, but would rather work with both parties to come to some common agreement.

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ARBITRATE THE CONFLICT In choosing to arbitrate a conflict, the project manager must be willing to impose a judgment on the warring parties. After listening to both positions, the project manager

TABLE 6.2 Sources of Conflict in Projects and Their Ranking by Intensity Level

	Conflict Intensity Ranking	
Sources of Conflict	**Thamhain & Wilemon**	**Posner**
Conflict over project priorities	2	3
Conflict over administrative procedures	5	7
Conflict over technical opinions and performance trade-offs	4	5
Conflict over human resources	3	4
Conflict over cost and budget	7	2
Conflict over schedules	1	1
Personality conflicts	6	6

renders his decision. Much as a judge would do, it is best to minimize personalities in the decision and focus instead on the judgment itself. For example, saying "You were wrong here, Phil, and Susan was right," is bound to lead to a negative emotional response from Phil. By imposing an impersonal judgment, however, the project manager can stick with the specifics of the case at hand rather than getting into personalities. "Company policy states that all customers must receive copies of project revision orders within three working days" is an example of an impersonal judgment that does not point the finger of guilt at either party.

CONTROL THE CONFLICT Not all conflicts can or should be quickly resolved. In some cases, a pragmatic response to a conflict might be to wait a couple of days for the two parties to cool down. This is not a cowardly response; instead, it recognizes that project managers must be selective about how they intervene and aware of the optimal manner in which they can intervene. Another way to control conflict is through limiting the interaction between two parties. For example, if it is common knowledge that one member of the project team and the customer have a long history of animosity, good sense dictates that they should not be allowed to communicate directly except under the most controlled of circumstances.

ACCEPT THE CONFLICT Not all conflicts are manageable. Sometimes the personalities of two project team members are simply not compatible. They disliked each other before the project and will continue to dislike each other long after the project has been completed.

ELIMINATE THE CONFLICT We need to critically evaluate the nature and severity of conflicts that occur continually within a project. In some situations, it is necessary for the good of the project to transfer a team member or make other changes. If there is a clearly guilty party, a common response is to sanction that person, remove him from the project, or otherwise punish him. If two or more people share the guilt for the ongoing conflict, it is often useful to transfer them all—sending a signal that you intend to run the project as impartially as possible.

The important point to bear in mind is that different approaches may be appropriate in different situations. Do not assume that a problem-solving session is always beneficial or warranted, nor is ignoring conflict always [illegible] management. Project managers have to learn to understand their own preferred ways of [illegible] [illegible] [illegible]

installations, require the skills of electrical engineers. Overall, EWB is supporting projects in 42 countries. By the latest reckoning, EWB-USA has impacted for the better the lives of over 2.5 million people worldwide.

The U.S. organization follows in the footsteps of a movement that began in France in the 1980s and then spread to Spain, Italy, Canada, and many other countries. The organizations were quite independent, sharing only a name and a mission, so in 2004 Amadei created an informal network called EWB-International. Today it has 45 member groups, including ones in Kosovo, Rwanda, and Iran.

"Amadei tapped into a previously unexploited humanitarian passion within the U.S. engineering community," says Peter Coats, a civil engineer and cofounder of EWB-USA's San Francisco chapter, the first to consist of professionals instead of students. That higher purpose is particularly attractive to women, who make up more than 40 percent of student volunteers, twice the proportion of female engineering graduates. "They identify more with people and humanity," says Cathy Leslie, a civil engineer who serves as the executive director of EWB-USA. "Women don't thrive on creating technology for technology's sake."

Communities or local non-government organizations (NGOs) provide EWB-USA with a list of needs and the organization plays matchmaker, helping pair chapters with specific projects. Clean water tops the list—establishing sewage systems, sanitation systems for collecting and disposing of waste, and irrigation canals. Cheap, renewable sources of electricity are also a common need.

These projects can't be built in a day, and like almost all engineering work they need to be maintained and upgraded, so there is an emphasis on imparting knowledge to local community members and NGOs. For this, project teams include trainers and business folks in addition to engineers. "You establish a sort of trust, which is really powerful," says Eyleen Chou, the president of the University of Wisconsin–Madison's student chapter. "There's no reason why you shouldn't stay 10 years or longer."

Leslie says that successful chapters such as Chou's can build and maintain many projects despite a constant rotation of entering freshmen and departing seniors. They establish training programs and mentorships, devise ways for new students to contribute, and find sustainable funding. Chapters are expected to raise the majority of project money themselves, but they work under basic guidelines. At a project's onset, they consult with an EWB-USA technical advisory committee to tweak and finalize plans. Teams must commit five years to a project.

In addition to the student chapters at universities, EWB-USA maintains a number of professional chapters around the country. However, maintaining effective temporary teams is a challenge, especially for a volunteer organization. Professional chapters have problems bringing new volunteers up to speed when experienced ones drop out, and their members face the additional challenge of juggling their project work with full-time jobs. For example, the San Francisco chapter's members typically spend at least five hours per week, but this can spike during special events or an actual field [illegible] and projects [illegible] EWB [illegible] creating [illegible] engineers. Leslie says that we do has educational value for the student," she says, and taking a professional out of the office "makes for a more well-rounded engineer."[33]

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Negotiation

LO 6.8 Understand the importance of negotiation skills in project management.

One of the central points that this chapter has made is to suggest that much of our future success will rest with our ability to appreciate and manage the variety of people issues that are central to life in projects. **Negotiation** is a process that is predicated on a manager's ability to use his influence productively.

Negotiation skills are important because much of a project manager's life is taken up in bargaining sessions of one type or another. Indeed, stakeholder management can be viewed as effective and constant mutual negotiation across multiple parties. Project managers negotiate for additional time and money, the prevention of excessive interference and specification changes from clients, the loan or assignment to the team of important project team personnel with functional managers, and so forth. Negotiation represents the art of influence taken to its highest level. Because effective negotiation is an imperative for successful project management, it is vital that project managers understand the role negotiation plays in their projects, how to become better negotiators, and some of the important elements in negotiation.

QUESTIONS TO ASK PRIOR TO THE NEGOTIATION

Anyone entering a negotiation needs to consider three questions: How much power do I have? What sort of time pressures are there? Do I trust my opponent?[34]

A realistic self-assessment concerning power and any limiting constraints is absolutely vital prior to sitting down to negotiate. One important reason is that it can show the negotiators where they are strong and, most importantly, what their weaknesses are. A project manager once related this story:

> It was early in June and we were involved in the second week of pretty intense negotiations with a vendor for site considerations before starting a construction project. Unfortunately, the vendor discovered that we do our accounting books on a fiscal basis, ending June 30th, and he figured, correctly, that we were desperate to record the deal prior to the end of the month. He just sat on his hands for the next 10 days. Now it's June 21st and my boss is having a heart attack about locking in the vendor. Finally, we practically crawled back to the table in late June and gave him everything he was asking for in order to record the contract.

This project manager lost out in the power *and* time departments!

How much power do you have going into the negotiation? You are not necessarily looking for a dominant position, but a defensive one—that is, one from which the other party cannot dominate you. How much time do you have? The calendar can be difficult to overcome. So, too, can a domineering boss who is constantly telling you to "solve the problem with R&D, marketing, or whomever." Once word gets out that you have a time constraint, just watch your opponent slow down the pace, reasoning correctly that you will have to agree sooner rather than later, and on her terms, not yours.

Is it possible to trust the other party? Will the firm abide by its word, or does it have a reputation for changing agreements after the fact? Is it forthcoming with accurate information? Does it play negotiation hardball? Note that not all of these questions indicate someone who is untrustworthy. Indeed, it is appropriate to play hardball on occasion. On the other hand, the essential question is whether you can sit across a table from your opponent and believe that you both have a professional, vested interest in solving a mutual problem. If the answer is no, it is highly unlikely that you will negotiate with the same degree of enthusiasm or openness toward the other party.

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PRINCIPLED NEGOTIATION

One of the most influential books on negotiation in recent years is *Getting to Yes* by Roger Fisher and William Ury.[35] They offer excellent advice on **principled negotiation**, the art of getting agreement with the other party while maintaining a principled, win-win attitude. Among the suggestions they offer for principled negotiation are the following:

SEPARATE THE PEOPLE FROM THE PROBLEM One of the most important ideas of negotiation is to remember that negotiators are people first. What this means is that negotiators are no different from anyone else in terms of ego, attitudes, biases, education, experiences, and so forth. We all react negatively to direct attacks, we all become defensive at unwarranted charges and accusations, and we tend to personalize opposing viewpoints, assuming that their objections are aimed at us, rather than at the position we represent. Consequently, in observing the saliency of the notion that negotiators are people first, we must seek ways in which we can keep people (along with their personalities, defensiveness, egos, etc.) out of the problem itself. The more we focus on the issues and the less we pay attention to the people behind them, the greater the likelihood of achieving a positive negotiated outcome.

Put yourself in their shoes. An excellent starting point in negotiations is to discuss not only our own position but also our understanding of the other party's position early in the negotiation process. When the other party hears a reasoned discussion of both positions, two important events occur: (1) it establishes a basis of trust because our opponent discovers that we are willing to openly discuss perceptions in the beginning, and (2) it reconstructs the negotiation as a win-win, rather than a winner-take-all, exercise.

Don't deduce their intentions from your fears. A common side effect of almost all negotiations, particularly early in the process, is to construct supporting stereotypes of the other side. For example, in meeting with the accountant to negotiate additional funding for our project, we may adopt a mind-set in which all accountants are penny-pinching bean counters who are only waiting for the opportunity to cancel the project. Notice that even before the negotiation takes place, we have

created an image of the accounting department's members and their mind-set based on our own misperception and fears rather than on any objective reality. When we assume that they will act in certain ways, we subconsciously begin negotiating with them as though money is their sole concern, and before we know it we have created an opponent who matches our worst fears.

Don't blame them for your problems. In negotiations, it is almost always counterproductive to initiate a finger-pointing episode as we seek to assign blame for the difficulties our project has encountered. It is far more effective to move beyond the desire to assign blame and search for win-win solutions. For example, suppose that a company has just developed a software program for internal reporting and control that continually crashes in mid-operation. One approach would be for the exasperated accounting manager to call in the head of the software development project and verbally abuse him: "Your program really stinks. Every time you claim to have fixed it, it dumps on us again. If you don't get the bugs out of it within two weeks we're going to go back to the old system and make sure that everyone knows the reason why."

Although it may be satisfying for the accounting manager to react in this manner, it is unlikely to solve the problem, particularly in terms of relations with the software development project team. A far better approach would be less confrontational, seeking to frame the problem as a mutual issue that needs correction. For example, "The reporting program crashed again in midstride. Every time it goes down, my people have to reenter data and use up time that could be spent in other ways. I need your advice on how to fix the problem with the software. Is it just not ready for beta testing, are we using it incorrectly, or what?" Note that in this case, the head of the accounting department is careful not to point fingers. He refrains from taking the easy way out through simply setting blame and demanding correction, and instead treats the problem as an issue that will require cooperation if it is to be resolved.

Recognize and understand emotion: theirs and yours. Although it is often easy to get emotional during the course of a negotiation, this impulse must be resisted as much as possible.[36] It is common in a difficult, protracted negotiation to see emotions begin to come to the surface, often due to anger or frustration with the tactics or attitudes of the other party. Nevertheless, it is usually not a good idea to respond in an emotional way, even when the other party becomes emotional. They may be using emotion as a tactic to get your team to respond in an equally emotional way and allow your heart to begin guiding your head—always a dangerous course. Although emotions are a natural part of human interaction, we must remain objective enough to be aware of when we are unhappy, stressed, tense, or angry. Furthermore, are we astute enough to take note of the emotions emanating from our opponent? We need to be aware of what we are doing that is making the other person upset or irritable.

Active listening means that we are actively involved in the conversation with our opponent even when the other party is actually speaking. Most of us know from experience when people are really listening to us and when they are simply going through the motions. In the latter case, our frustration at their seeming indifference to our position can be a tremendous source of negative emotion. For example, suppose a client is negotiating with the project manager for a performance enhancement on a soon-to-be-released piece of manufacturing equipment. The project manager is equally desirous to leave the project alone because any reconfigurations at this time will simply delay the release of the final product and cost a great deal of extra money. Every time the client voices her issues, the project manager speaks up and says, "I hear what you're saying, but . . . ." In this case, the project manager clearly is not hearing a word the client is saying but is simply paying lip service to the client's concerns.

Active listening means working hard to understand not simply the words but the underlying motivations of the other party. One effective technique involves interrupting occasionally to ask a pointed question: "As I understand it, then, you are saying . . . ." Tactics such as this convince your opponent that you are trying to hear what is being said rather than simply adhering to your company's party line no matter what arguments or issues the other side raises. Remember that demonstrating that you clearly understand the other party's position is not the same thing as agreeing with it. There may be many points with which you take issue. Nevertheless, a constructive negotiation can only proceed from the point of complete and objective information, not from preconceived notions or entrenched and intransigent positions.

Build a working relationship. The idea of negotiating as though you are dealing with a party with whom you would like to maintain a long-term relationship is key to effective negotiations. We think of long-term relationships as those with individuals or organizations that we value and, hence, are

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inclined to work hard to maintain. The stronger the working relationship, the greater the level of trust that is likely to permeate its character.

FOCUS ON INTERESTS, NOT POSITIONS There is an important difference between the positions each party adopts and the interests that underscore and mold those positions. When we refer to "interests," we mean the fundamental motivations that frame each party's positions. As Fisher and Ury note, "Interests define the problem."[37] It is not the positions taken by each party that shape the negotiation nearly so much as it is the interests that are the source of the parties' fears, needs, and desires.

Why look for underlying interests as opposed to simply focusing on the positions that are placed on the table? Certainly, it is far easier to negotiate with another party from the point of our position versus theirs. However, there are some compelling reasons why focusing on interests rather than positions can offer us an important leg up in successful negotiations. First, unlike positions, for every interest there are usually several alternatives that can satisfy it. For example, if my major interest is to ensure that my company will be in business over the years to come, I can look for solutions other than simply squeezing every drop of profit from the contractor in this negotiation. For example, I could enter into a long-term relationship with the contractor in which I am willing to forgo some profit on this job while locking the contractor into a sole-source agreement for the next three years. The contractor would then receive the additional profit from the job by paying me less than I desire (my position) while supplying me with long-term work (my interest).

Another reason for focusing on interests argues that negotiating from positions often leads to roadblocks as each party tries to discover their opponent's position while concealing their own. We consume valuable time and resources in making visible our various positions while hiding as long as possible our true intentions. In focusing on interests, on the other hand, we adopt a partnering mentality that acknowledges the legitimacy of both sides' interests and seeks to find solutions that will be mutually satisfying.

INVENT OPTIONS FOR MUTUAL GAIN

Managers sometimes put up roadblocks for themselves, making it difficult to consider win-win options when negotiating.

Playing games with the negotiating process. Rather than try to discover information about the other side, and anything they say usually serves to solidify our impressions. Further, rather than seek to broaden our various options early in the negotiation, we typically go the other direction and put limits on how much we are willing to give up, how far we are willing to go, and so forth. Every [illegible] we take limits us in our ability to [illegible] and puts us deeper into the win-lose winners-vs-losers exchange.

Some managers search only for the best answer. A common error made is to assume that buried underneath all the negotiating ploys and positions is one "best" answer that will eventually emerge. In reality, most negotiations, particularly if they are to result in win-win outcomes, require us to broaden our search, not limit and focus it. For example, we may erroneously define the "best" answer to typically mean the best for our side, not the other party. It is important to acknowledge that all problems lend themselves to multiple solutions. Indeed, it is through consideration of those multiple solutions that we are most likely to attain one that is mutually satisfying.

Managers assume that there's only a "fixed pie." Is there really only a fixed set of alternatives available? Maybe not. It is common to lock into an "I win, you lose" scenario that virtually guarantees hardball negotiating with little or no effort made to seek creative solutions that are mutually satisfying.

Thinking that "solving their problem is their problem" is another roadblock. Negotiation breeds egocentrism. The greater our belief that negotiation consists of simply taking care of ourselves, the greater the likelihood that we will be unwilling to engage in any win-win solutions. Our position quickly becomes one of pure self-interest.

If these are some common problems that prevent win-win outcomes, what can be done to improve the negotiation process? There are some important guidelines that we can use to strengthen the relationship between the two parties and improve the likelihood of positive outcomes. Briefly, some options to consider when searching for win-win alternatives include positive and inclusive brainstorming, broadening options, and identification of shared interests.

The use of *positive and inclusive brainstorming* implies that once a negotiation process begins, *during its earliest phase* we seek to include the other party in a problem-solving session to identify

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alternative outcomes. This approach is a far cry from the typical tactic of huddling to plot negotiation strategies to use against the other team. In involving the other party in a brainstorming session, we seek to convince them that we perceive the problem as a mutually solvable one that requires input and creativity from both parties. Inviting the other party to a brainstorming session of this type has a powerfully disarming effect on their initial defensiveness. It demonstrates that we are interested not in beating the other side, but in solving the problem. Furthermore, it reinforces the earlier point about the necessity of separating the people from the problem. In this way, both parties work in cooperation to find a mutually satisfactory solution that also serves to strengthen their relationship bonds.

The concept of *broadening options* is a direct offshoot of the notion of brainstorming. Broadening our options requires us to be open to alternative positions and can be a natural result of focusing on interests rather than positions. The more I know about the other party's interests and am willing to dissect my own, the greater the probability that together we can work to create a range of options far broader than those we may initially be tempted to lock ourselves into.

Finally, a third technique for improving our chances for win-win outcomes is to *identify shared interests*. A common negotiating approach employed by experienced bargainers is to sometimes table larger items until a later point in the negotiation, focusing instead on minor or peripheral issues that offer a greater likelihood of reaching agreement. Once the two parties begin to work together to identify their shared interests and gain some confidence from working in a collaborative way, it is possible to reintroduce the larger sticking points. By this time both sides have begun to develop a working rhythm and a level of harmony that makes it easier to look for shared interests within these larger issues.

INSIST ON USING OBJECTIVE CRITERIA

One of the best methods for ensuring that a negotiation proceeds along substantive lines is to frame the discussion around objective criteria.[38] Do not get bogged down in arguing perceptions or subjective evaluations. For example, a project manager recently almost had his new product development (NPD) project canceled because of protracted negotiations with a client over delivering an "acceptable" working prototype. Obviously the project manager had a far different interpretation of the word "acceptable" than did the client. The project manager assumed that "acceptable" included minor bugs and preliminary technical problems whereas the client had used the word to imply error-free. In their desire to pin the onus of responsibility on the other, neither was willing to back away from her interpretation of the nebulous term "acceptable."

Objective data and concrete, specific criteria form the keystone of constructive negotiations. When firms or individuals argue costs, prices, work hours, and so on, they are using established standards and concepts that both parties can understand with a minimum of interpretation error. On the other hand, the more vague the terms employed or the more subjective the language, the greater the potential for arguing at cross-purposes, even if both parties assume that the other is using the same interpretations of these terms.

Develop fair standards and procedures. Whatever standards are used as the basis of the negotiation need to be clearly spelled out and put in terms that are equally meaningful to both parties. This point is particularly relevant in cross-cultural negotiations, in that different countries and cultures often attach different meanings to terms or concepts. For example, several American heavy construction firms, including Bechtel Corporation, lodged a protest against a number of Japanese construction firms for their collusion in dividing up biddable contracts (bid rigging) prior to a major airport project in Tokyo Bay. The Japanese companies argued that they were fulfilling the terms of recent free-competition agreements by simply allowing Bechtel to submit a bid. In Japanese society, there is nothing inherently illegal or unethical about engaging in this form of bid rigging. Clearly, both parties had very different interpretations of the idea of fair bidding practices.

Fair standards and procedures require that both parties come together and negotiate from the same basic understanding of the terms and liabilities. In project management, this concept is particularly relevant because construction contracting requires a universally understood set of terms and standards. When two parties are engaged in negotiating from the point of appropriate standards, it effectively eliminates the source of many potential misunderstandings or misinterpretations.

In visualizing the need to become adept at team building, conflict management, and negotiation, it is important to remember that the greatest challenges project managers typically face in running

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their projects are the myriad "people" challenges that result from the process of forming a diverse set of project members into a unified and collaborative team whose goal is to pursue project success. Creating a team and initiating the project development process sows the seeds for a wide variety of conflicts among all project stakeholders. These conflicts are inevitable, and they should be treated not as a liability, but as an opportunity. Conflict can lead to positive outcomes by solidifying team member commitment and motivation, and by generating the energy to complete project activities.

Nevertheless, channeling conflict in appropriate ways requires a sure touch on the part of the project manager. Our ability to sustain influence and use negotiation in skillful ways is a great advantage in ensuring that team development and conflict serve not to derail the project but to renew it. Conflict is inevitable, but it need not be disastrous. Indeed, the degree to which a conflict disrupts a project's development depends mainly upon the project manager's willingness to learn enough about conflict to deal with it effectively.

Summary

6.1 ***Understand the steps involved in project team building.*** The first step in project team building is the selection of personnel to staff the project team. This process can be complicated, particularly due to the high potential for conflict and negotiation with functional managers who may retain effective control over project team members. Following an analysis of skill requirements and staff availability, the team-building process typically involves matching the best people to the identified project tasks, while at the same time understanding the need to make these staffing decisions in collaboration with other top managers or departmental heads.

6.2 ***Know the characteristics of effective project teams.*** Effective project teams are typically characterized by (1) a clear sense of mission, (2) an understanding of interdependencies, (3) cohesiveness, (4) trust, (5) enthusiasm, and (6) results orientation.

6.3 ***Know the reasons why project teams often fail.*** Teams that fail often do so due to poorly developed goals, poorly defined team roles, lack of motivation, poor communication, poor leadership, high project team turnover, and dysfunctional behavior.

6.4 ***Know the stages in the development of groups.*** Project teams do not begin their assignments as a unified, cohesive, and motivated body. Rather, their development is a challenge that must be effectively managed if we are to get maximum performance from the team. Teams go through some identifiable stages in their development process, and project managers need to recognize and seek to manage these developmental stages as efficiently as they can. One model of team development posits a five-stage approach—forming, storming, norming, performing, and adjourning—each with its unique challenges and group behaviors. An alternative model that has been validated through research argues that groups adopt a process of "punctuated equilibrium" as they evolve.

6.5 ***Describe how to achieve cross-functional cooperation in teams.*** Superordinate goals, rules and procedures, physical proximity, and accessibility are all important factors in motivating people to collaborate. The effects of this cross-functional cooperation are twofold in that they can positively impact both project task outcomes and psychosocial project team results. Task outcomes positively affect the project at hand, while psychosocial outcomes mean that team members retain high positive attitudes toward the project experience and will therefore enter new projects with strong motivation to succeed again.

6.6 ***See the advantages and challenges of virtual project teams.*** Virtual project teams are defined as the use of electronic media, including e-mail, the Internet, and groupware software, to link together geographically dispersed project team, largely because of the globalization of project management. As multinational firms attempt to manage projects from geographically dispersed teams, they face significant technical media that support their communications and networking. The sheer size of the physical barriers caused by globalization, coupled with the increase in multi-organizational project teams, has led to the increased use of virtual technologies to link team members. Two of the biggest challenges in effectively creating and managing virtual teams are establishing and reinforcing trust among team members and establishing effective communication patterns.

6.7 ***Understand the nature of conflict and evaluate response methods.*** Conflict inevitably results when team members with diverse functional backgrounds, personalities, experiences, and attitudes are brought together and expected to work collaboratively. Among the organizational causes of conflict are scarce resources, uncertainty over lines of authority, and differentiation. Interpersonal causes of conflict include faulty attributions, faulty communication, and personal grudges and prejudice. Conflict can be addressed through mediation, arbitration, control, acceptance, or elimination.

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6.8 ***Understand the importance of negotiation skills in project management.*** Project managers routinely negotiate with a wide variety of organizational stakeholders for resources, contractual considerations, terms and conditions, and so forth. Effective project managers are often those individuals who approach negotiations in a systematic manner, taking the time to carefully analyze the nature of the negotiation, what they hope to achieve, and how much they are willing to offer to achieve their goals. In principled negotiation, the primary objective is to seek win-win alternatives that allow both parties to negotiate to gain their goals.

Key Terms

Accessibility *(p. 217)*
Adjourning *(p. 214)*
Administrative conflict *(p. 222)*
Cohesiveness *(p. 209)*
Conflict *(p. 221)*
Cross-functional cooperation *(p. 216)*
Differentiation *(p. 209)*
Forming stage *(p. 213)*
Frustration *(p. 223)*
Goal-oriented conflict *(p. 221)*
Interaction *(p. 209)*
Interdependencies *(p. 209)*
Interpersonal conflict *(p. 222)*
Negotiation *(p. 226)*
Norming stage *(p. 214)*
Orientation *(p. 210)*
Outcomes *(p. 210)*
Performing stage *(p. 214)*
Physical proximity *(p. 217)*
Principled negotiation *(p. 227)*
Psychosocial outcomes *(p. 218)*
Punctuated equilibrium *(p. 215)*
Storming stage *(p. 214)*
Superordinate goal *(p. 216)*
Task outcomes *(p. 218)*
Team building *(p. 205)*
Trust *(p. 209)*
Virtual teams *(p. 218)*

Discussion Questions

6.1 This chapter discussed the characteristics of high-performing project teams. List the factors that characterize these teams and give examples of each one.

6.2 "Trust can actually encourage disagreement and conflict among team members in order to make the best decisions." Explain this statement.

6.3 Identify the stages of group development. Why is it necessary for project teams to move through these stages in order to be successful?

6.4 Gersick's study of punctuated equilibrium offers a very alternative view of group development. Why does she suggest that some defining moment (such as an explosion of emotion) often occurs about midpoint in the project? What does this defining event accomplish for the team?

6.5 Explain the concepts of "task" and "psychosocial" outcomes for a project. Why are psychosocial outcomes so important for project team members?

6.6 Distinguish between the traditional, behavioral, and interactionist views of conflict. Which might be most appropriate for your project team? Explain your conflict profile.

6.7 Identify the five major methods for resolving conflict. Give an example of how each might be applied in a hypothetical conflict situation. What is the purpose of the Thomas-Kilmann conflict mode instrument?

6.8 What is the purpose of negotiation? What are the steps in "principled negotiation"?

6.9 Explain the idea that we should "focus on interests, not positions." Can you think of an example in which you successfully negotiated with someone else using this principle?

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CASE STUDY 6.1

Columbus Instruments

Problems have been building at Columbus Instruments, Inc. (CIC) (not its real name) for several years now with the new product development process. The last six high-visibility projects were either scrapped outright after excessive cost and schedule overruns or, once released to the marketplace, were commercial disasters. The company estimates that in the past two years, it has squandered more than $15 million on poorly developed or failed projects. Every time a project venture failed during this time, the company conducted extensive postproject review meetings, documentation analysis, and market research to try to determine the underlying cause. To date, all CIC has been able to determine is that the problems appear to lie with the project management and development process. Something, somewhere, is going very wrong.

You have been called into the organization as a consultant to try to understand the source of the problems that are leading to widespread demoralization across the firm. After spending hours interviewing the senior

project management staff and technical personnel, you are convinced that the problem does not lie with their processes, which are up-to-date and logical. However, you have some questions about project team productivity. It seems that every project has run late, has been over budget, and has had suboptimal functionality regardless of the skills of the project manager in charge. This information suggests to you that there may be some problems in how the project teams are operating.

As you analyze CIC's project development process, you note several items of interest. First, the company is organized along strictly functional lines. Projects are staffed from the departments following negotiations between the project manager and the department heads. Second, the culture of CIC seems to place little status or authority on the project managers. As evidence of this fact, you note that they are not even permitted to write a performance evaluation on project team members: that right rests solely with the functional department heads. Third, many projects require that team members be assigned to them on an exclusive basis; that is, once personnel have been assigned to a project, they typically remain with the project team on a full-time basis for the term of the project. The average project lasts about 14 months.

One morning as you are walking the hallways, you notice a project team "war room" set up for the latest new product development initiative within the company. The war room concept requires that project team members be [illegible] their normal [illegible] away from their [illegible] assignments for the duration of the project. What intrigues you is a hand-lettered sign you see taped to the door of the project war room: it says, "Leper Colony." [illegible] the sign, seeing many [illegible] the folks assigned to new projects."

Conversations with project team members suggest that they are not amused by the sign. One engineer shrugs and says, "That's just their way of making sure we understand what we have been assigned to. Last week they put up another one that said 'Purgatory.'" When you ask the project manager about the signs later in the day, he confirms this story and adds some interesting information: "Around here, we use detached [meaning centralized] project teams. I get no say as to who will be assigned to the project, and lately the functional heads have been using our projects as a dumping ground for their poor performers."

When you question him further, the project manager observes, "Think about it. I have no say in who gets assigned to the team. I can't even fill out a performance review on them. Now, if you were a department head who was trying to offload a troublemaker or someone who was incompetent, what could be better than shipping them off to a project team for a year or so? Of course, you can imagine how they feel when they hear that they have been assigned to one of our project teams. It's as if you just signed their death warrant. Talk about low motivation!"

When you question various department heads about the project manager's assertions, to a person they deny that this is an adopted policy. As the head of finance puts it, "We give the project teams our best available people when they ask." However, they also admit that they have the final say in personnel assignment and project managers cannot appeal their choices for the teams.

After these discussions, you suggest to the CEO that the method of staffing projects may be a reason for the poor performance of CIC's new product development projects. He ponders the implications of how the [illegible] have been staffed [illegible] and then [illegible] suggestive [illegible]

Questions

1. What are the implications of CIC's [illegible] regarding project teams? Is the company using project teams as training grounds for talented fast-trackers, or as dumping grounds for poor performers?
2. How would you advise the CEO to correct the problem? Where would you start?
3. Discuss how issues of organizational structure and power played a role in the manner in which project management declined in effectiveness at CIC.

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CASE STUDY 6.2

The Bean Counter and the Cowboy

The morning project team meeting promised to be an interesting one. Tensions between the representatives from marketing, Susan Scott, and finance, Neil Schein, have been building for several weeks now—in fact, since the project team was formed. As the project manager, you have been aware that Susan and Neil do not see eye to eye, but you figured that over time they would begin to appreciate each other's perspective and start cooperating.

(*continued*)

So far, unfortunately, that has not happened. In fact, it seems that hardly a day goes by when you do not receive a complaint from one or the other regarding the other team member's behavior, lack of commitment or cooperation, or general shoddy performance.

As the team gathers for the regular project status meeting, you start with an update on the project tasks, any problems the team members are having, and their assessment of the project's performance to date. Before you get too far into the meeting Susan interrupts, saying, "John, I'm going to be out of town for the next 10 days visiting clients, so I can't make the status meetings either of the next two Fridays."

"That figures," Neil mutters loud enough for all to hear.

Susan whirls around. "I have another job around here, you know, and it involves selling. It may be convenient for you to drop everything and come to these meetings, but some of us have other responsibilities."

Neil shoots back, "That's been your excuse for missing half of the meetings so far. Just out of curiosity," he continues sarcastically, "how many more do you figure on blowing off while hanging out poolside on your little out-of-towners?"

Susan turns bright red. "I don't need to put up with that from you. You bean counters have no clue how this business works or who delivers value. You're so busy analyzing every penny that you have permanent tunnel [illegible] Maybe you'll stay [illegible] and constantly stay on the backs of you cowboys in sales,"

counters Neil. "I swear you would give our products away if it would let you make your quarterly numbers, even if it does drive us into the ground!"

You sit back, amazed, as the argument between Neil and Susan flares into full-scale hostility and threatens to spin out of control. The other team members are looking at you for your response. George, from engineering, has a funny expression on his face, as if to say, "Okay, you got us to this point. Now what are you going to do about it?"

"People," you rap on the table, "that's enough. We are done for today. I want to meet with Susan and Neil in my office in a half hour."

As everyone files out, you lean back in your seat and consider how you are going to handle this problem.

Questions

1. Was the argument today between Neil and Susan the true conflict or a symptom? What evidence do you have to suggest it is merely a symptom of a larger problem?
2. Explain how differentiation plays a large role in the problems that exist between Susan and Neil.
3. Develop a conflict management procedure for your meeting in 30 minutes. Create a simple script to help you anticipate the comments you are likely to hear from both parties.
4. Which conflict resolution style is warranted in [illegible] Is [illegible] of conflict resolution [illegible] equally [illegible] situation?

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CASE STUDY 6.3

Johnson & Rogers Software Engineering, Inc.

Kate Thomas, a project manager with Johnson & Rogers Software Engineering, was looking forward to her first project team "meeting." She applied quotes to the term "meeting" because she would not actually be sitting down at a table with any of the other members of the project team. She had been assigned responsibility for a large software development project that would be using team members from both inside and outside the organization, none of whom were currently employed at the same Redlands, California office where she worked. In fact, as she ticked off the names on the legal pad in front of her, she did not know whether to be impressed or apprehensive with the project she was about to kick off.

Vignish Ramanujam (senior programmer)—New Delhi, India

Anders Blomquist (systems designer)—Uppsala, Sweden

Sally Dowd (systems engineer)—Atlanta, Georgia

Penny Jones (junior programmer)—Bristol, England

Patrick Flynn (junior programmer)—San Antonio, Texas

Erik Westerveldt (subcontractor)—Pretoria, South Africa

Toshiro Akame (customer representative)—Kyoto, Japan

The challenge with this team, Kate quickly realized, was going to involve figuring out how to create

an integrated project team with these people, most of whom she had never dealt with before. Although Sally and Patrick worked for Johnson & Rogers at other plant locations, the rest of the team were strangers. Erik, from South Africa, was critical for the project because his company had developed some of the specialized processes the project required and was to be treated as an industrial partner. The other members of the team had been assembled either by Erik or through contacts with senior members of her own firm. She did not know, but would soon discover, how they felt about the project and their level of commitment to it.

The first virtual project meeting was scheduled to start promptly at 9 AM Pacific Standard Time. That led to the first problem. As Kate stared at the camera mounted above the video monitor, she kept glancing down at the screen for signs that other members of the team had logged on. Finally, at 9:15, she was joined by Sally, with Toshiro logging in shortly afterward. As they chatted and continued to wait for other members to log on, time continued to pass. When, at 9:30 no one else had signed on, Kate asked the secretary to start making phone calls to verify that other members of the team were trying to access the system. Eventually, by 10:25, the team consisted of five members: Anders, Sally, Penny, Patrick, and Toshiro. It was decided that for the sake of getting something accomplished, those who were logged on would get started. The agenda that Kate had prepared and e-mailed [illegible] to Penny was suddenly lost. The other team members waited for five minutes, waiting in various states of [illegible]

The meeting quickly bogged down on technical details as those in attendance realized that several technical issues could not be resolved without input from the missing team members. Though he tried his best to hide it, it became apparent that Toshiro in particular was frustrated with the lack of progress in this meeting. Kate suggested that they adjourn until 11, while she made another attempt to contact the missing members, but Toshiro objected, saying, "That is 3 AM in my country. It is now past midnight here. I have been here today for 15 hours and I would like to get home." It was finally agreed to reconvene tomorrow at the same time. Toshiro agreed, but with bad grace: "Can we not find a time that is more accommodating to my schedule?" Kate promised to look into the matter.

The next day's meeting was a mixed success. Although everyone managed to log on to the system within a reasonable period, Penny's connection kept going down, to the exasperation of Vignish, the senior programmer. Although the meeting was conducted with great politeness by all parties, it was equally clear that no one was willing to offer their candid opinions of the project, the goals, and how the team was expected to execute their assignments. After asking members of the team for honest feedback and getting little response, Kate dropped the point. In addition, she had a nagging feeling that there was some unspoken animosity between Patrick and Sally due to the manner in which they interacted with each other.

After some general goal setting and a discussion of team responsibilities, Kate asked if there was a time when they could next meet. In the general silence that followed, Anders spoke up, asking, "Well, how often do you hope to meet like this? To be honest, it is inconvenient for me to attend these sessions regularly, as our telecom equipment is in Stockholm and I have to drive an hour each way."

Toshiro spoke up as well. "I am sorry to repeat this point," he said, "but these meeting times are extremely inconvenient for me. Could we not find a time that is more generally acceptable?"

Kate replied, "Well, how about 5 PM my time. That's . . . ," Kate paused and quickly consulted her personal planner, "9 in the morning for you."

This suggestion was met by a wave of objections, with the first from Penny who stated, "Uh, Kate, that would be 1 am here in England."

No sooner had she spoken than Anders, Erik, and Vignish chimed in, "Kate, that's 2 AM in Stockholm and [illegible]

Back and forth the team members argued, trying to find a reasonable time they could all meet. Finally, [illegible] spoke up: "Maybe we don't all need to meet at the same time, anyway. Kate, why don't you just schedule meetings with each of us as you need to talk?"

Kate objected by saying, "Erik, the whole point of these teleconferences is to get the team together, not to hold one-on-one meetings with each of you."

Erik responded, "Well, all I know is that this is only the first videoconference and already it is becoming a burden."

Penny spoke up, "You're lucky. At least your system works. Mine keeps going up and down at this end."

"Okay, how about just using e-mails?" suggested Erik. "That way it does not matter what the time is at our location."

The other team members agreed that this idea made sense and seemed on the verge of endorsing the use of e-mails for communications. At this point, Kate stepped back into the discussion and stated firmly, "Look, that won't do. We need the opportunity to talk together. E-mails won't do that."

(*continued*)

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More arguing ensued. Eventually, the team members signed off, agreeing that they needed to "talk further" about these issues. Kate's reaction was one of disappointment and frustration. She sensed reluctance among the other members of the team to talk about these issues and to use the videoconferencing system in the manner she had envisioned. As Kate sat down to lunch that noon, she pondered how she should proceed from here.

Questions

1. How would you advise Kate to proceed? Analyze the conversation she had this morning. What went right? What went wrong?
2. What should Kate's next steps be?
3. How can she use the technology of the Internet and teleconferencing to enhance team development and performance?

Exercise in Negotiation

The following is a negotiation scenario between two firms: SteelFabrik, Inc. (SFI) and Building Contractors of Toledo (BCT). You are asked to take either SFI's or BCT's side of the negotiation. How would you prepare for this negotiation? How would you attempt to create a win-win outcome for both parties?

BCT's Perspective

You are the project manager for a new steel fabrication plant construction project being built by Building Contractors of Toledo (BCT). Your client is SteelFabrik, Inc. (SFI), a multinational steel products manufacturer. Your timetable calls for completion of the project in 18 months and you have a budget of $6 million. During the last few weeks, it has been increasingly difficult to deal with on-site demands from your client. SFI has insisted on a list of change orders to suit their immediate needs for the [illegible] plant. [illegible] [illegible] [illegible] [illegible] priate changes to the project for as long as is necessary to "get it right." You are concerned that every day spent in processing [illegible] add further delays to your targeted completion date. [illegible] must alter the plans, and fabrication must change the plant's structure.

BCT is already in trouble on this project. In order to win the work, they significantly underbid their local competitors, leaving very little profit margin in the best-case scenario. Unfortunately, now with the list of change requests both the budget and the schedule are being stretched to the limit. You are under increasing pressure from upper management to complete the job with the expected profit margin. You have $50,000 to work with and still meet your profitability goals. You are personally under pressure within your organization because your track record for the past three years has not been good—several projects that came in over budget and behind schedule have given top management reason to watch your performance on this project very closely. Although no one has said it out loud, you are fully aware that another significant overrun or delay could likely cost you your job with BCT.

Because you view SFI as a potential long-term customer, you are reluctant to simply refuse their demands. You know that a win-win outcome will likely bring future SFI business to your firm and could be the source of a profitable backlog of business for at least the next five years. Your own sales department is aware that this project with SFI could lead to future business and has added to your pressure by constantly stressing the importance of keeping the customer happy. As a result you have important elements within your own organization, as well as the customer, expecting you to successfully complete the project to everyone's satisfaction.

While reading your e-mails over the weekend, you come upon the latest set of change orders from SFI for adjustments to the plant layout to accommodate enhanced rail traffic into and out of the plant. These changes require that current construction work be halted, your own engineers and government regulators meet to discuss the requests, and new assembly and shipping areas be designed. Based on your experience, you estimate that the changes as requested will add $150,000 to the cost of the project and push the completion date back a minimum of six weeks. Worse, as you examine the change requests you are convinced [illegible] [illegible] [illegible] [illegible] add [illegible] [illegible] [illegible] [illegible] the most troubling: SFI expects these changes to be made immediately and will not allow any schedule slippage to accommodate them. In fact, they say it is imperative that the steel plant [illegible] on schedule. [illegible] your sales department has found out that SFI may be willing to spend some additional money for the changes, but they aren't sure how much.

You have just typed out a short note scheduling a meeting for this Wednesday to negotiate an agreement on the requested changes. You are under strong pressure to reach a settlement that preserves BCT's profit margin, but at the same time you must keep SFI happy. As you sit at your home computer this Sunday afternoon, you are already dreading your return to work tomorrow morning. What approach should you take for the upcoming negotiations?

SFI's Perspective

You are a manager with SteelFabrik, Inc. (SFI) and are responsible for overseeing the construction of their fabrication plant in the northwest Ohio region. Recently, your management informed you that because of new opportunities, this plant could be extremely valuable to their company provided the rail spur connecting it with the freight rail system could be modified and upgraded to handle high-volume traffic into and out of the facility. This facility represents a significant investment by your company in the midwestern United States, following several years of working with local government officials who are trying

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to bring new jobs to the region. As a result, you feel entitled to make any adjustments to the project that are necessary to get the most use out of it. These change requests are in your opinion reasonable, necessary, and not prohibitively expensive. However, for the past several weeks you have been experiencing increasing push-back from the BCT project manager in response to a series of relatively minor change requests. Her approach has been to ridicule the need for the changes, try to use low-cost quick fixes, or simply talk you out of them. As a result, you are convinced that these latest change requests will also be resisted, and your overall relationship with the BCT project manager has become increasingly strained.

You have casually informed the BCT sales representative that this is the first in what your firm anticipates will be a series of similar plants to be constructed in the Great Lakes region over the next ten years. Although you made no commitments to doing future business with BCT, you have made it clear that successful performance on this project will make them the preferred choice for future work. After all, they understand your needs and have a demonstrated history of project success behind them.

You have been getting pressure from your top management, headquartered in Brussels, to complete the project on time; in fact, finishing on schedule is your greatest concern. SFI has already been bidding construction projects in the Great Lakes region and has several contracts pending, many of substantial size. Furthermore, local politicians are anxious to show the project as an example of a successful public/private partnership and, with local elections coming up, are asking when they can announce its completion. Failure to have the plant ready on time puts you at risk of having to void a series of important construction contracts and slow down hiring, which would embarrass you and the region's government. Because the company's construction contract bids are still being reviewed, you are anxious to keep this information confidential to avoid attracting the attention of your competitors.

There is $250,000 in your budget to spend on additional change order costs if necessary, though you are keen to make the best possible impression with your top management by keeping costs as low as possible. You absolutely cannot agree to schedule extensions, however, because of all the pending bids and other pressures to finish the plant on time. Sources in the industry have strongly implied that BCT is in some financial difficulty and needs as much future work as they can get.

Your plant engineers have revised the transportation capacity requirements for the new plant and recommended significant changes to the shipping area to accommodate extra rail traffic. These changes are deemed critical because of the business model projections your firm has developed for getting maximum use and profit from the new fabrication plant. You have sent an e-mail with a detailed set of needed design and construction changes to the BCT project manager late Saturday night and just got back a note requesting a formal meeting on Wednesday morning to discuss these changes and find a way to "resolve our differences." You know that means that she is already trying to decide how to respond to your requests, and you are now planning for the negotiation. As you sit and reflect on the pressures you are feeling from Brussels, you wonder what approach you should use.

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Internet Exercises

6.10 Click on the Web page for project teams at www.projectsmart.co.uk/how-to-develop-winning-project-teams.php. Browse the issues surrounding the formation of project teams. Which of these issues would you expect the project manager to perform and which seem to be more difficult? Why? How do the ideas in this chapter compare to the advice given in a related link on "five essentials to project team success" at www.projectsmart.co.uk/5-essentials-to-project-team-success.php? What does this suggest about the importance of setting the stage for project success through team development?

6.11 Go to the Web site of a professional sports team and explore the site. What clues do you get regarding the importance of "teams" and "teamwork" from this site? Give two or three specific examples.

6.12 Go to the Web site for a pharmaceutical company. Explore the site, particularly information on new research. What kinds of project teams are used within pharmaceutical companies? Can you identify at least five functional areas within these organizations that should work together in a project team in order to develop a new drug?

6.13 Go to www.ebxml.org/project_teams/project_teams.htm and explore the projects and project teams listed. Notice the size and diversity of some of these project teams. What challenges would you find in attempting to bring these individuals together into a project team? How does the fact that some of the teams are made up of personnel from different organizations affect our best attempts to mold a [illegible] team?

6.14 Go to http://tele-immersion.evl.uic.org/ and explore the nature of the project working to develop tele-immersion technology. Click the link marked "Projects" and observe the different fields and uses for tele-immersion technology. What are projected advances and uses for this science into the future?

PMP CERTIFICATION SAMPLE QUESTIONS

6.15 The project manager is experiencing serious, deep-rooted conflict between two key project team members. It is apparent that these differences are based on different interpretations of the project's scope. Which conflict resolution approach would be the most useful for the project manager to employ?

a. Compromising
b. Withdrawal
c. Punishment
d. Problem solving

6.16 Which of the following is not an example of a team development strategy?

a. Creating a WBS for the project
b. Performance reviews
c. Project team outing to a sporting event
d. Team lunches

6.17 Two programmers are involved in a conflict that is threatening to disrupt the development of the project. The project manager calls the two programmers into her office and reminds them that they are both "on the same side" in working to develop the software application for the company. Her conflict resolution style would best be seen as:
   a. Arbitration
   b. Defusion
   c. Controlling the conflict
   d. Eliminating the conflict

6.18 Carrie is from the marketing department and she has become increasingly upset with the attitude of the production member of the project team, Andrew. He seems to either ignore her opinions or make disparaging comments every time she speaks, usually referring to marketing in an unpleasant way. Which stage of group development is the project team addressing, as evidenced by the interactions of Carrie and Andrew?
   a. Norming
   b. Performing
   c. Storming
   d. Adjourning

6.19 Among the useful means to develop a sense of teamwork in personnel from different functional departments are all of the following EXCEPT:
   a. Collocation (physical proximity)
   b. Common goals
   c. Organizational rules governing their interaction
   d. Flexible working hours

6.20 Which of the following is NOT a constructive team role?
   a. Compromiser
   b. Gate keeper
   c. Withdrawer
   d. Encourager

6.21 Which stage of group development is most closely associated with "floundering" and initial engagement?
   a. Forming
   b. Storming
   c. Norming
   d. Performing

6.22 A project manager is experiencing problems when dealing with an engineering department head. The functional manager from engineering refuses to release resources to the project despite repeated requests from the project manager. Which of the following would be best at helping to resolve this conflict?
   a. The client
   b. A coalition of other functional managers
   c. Senior management
   d. A member of the engineering department

6.23 Smoothing, forcing, and withdrawing are all forms of?
   a. Organizing
   b. Power
   c. Stakeholder relationship management
   d. Conflict resolution

6.24 Joanie is in charge of a project with an extensive virtual team. She routinely deals with team members from different countries, cultures, and educational backgrounds. All of the following would be methods for improving the efficiency and effectiveness of her virtual project team meetings EXCEPT:
   a. Augmenting virtual communication with face-to-face interactions when possible
   b. Carefully avoid creating codes of conduct
   c. Keeping all members in the communications loop
   d. Enforcing a clear process for addressing conflict

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Answers

6.15. d—Problem solving would be the best alternative when the issues are not so much personal as they are perceptual (based on interpretation of the project's scope). Compromising would be a problem because it could lead to watering down the deliverables.
6.16. a—The other activities can all result in team development.
6.17. b—Because the project manager emphasizes commonalties and working together, this would be considered a method of conflict resolution through defusion.
6.18. c—They are clearly exhibiting behaviors that are associated with storming.
6.19. d—Flexible working hours have no impact on the willingness of personnel to work cooperatively with members of other departments.
6.20. c—withdrawers do not take part in team activities and deliberately avoid decision-making.
6.21. a—forming is the stage where team members may feel that they are floundering until structure and process norms emerge.
6.22. c—senior management is best equipped to adjudicate disagreements between functional managers and project manager.
6.23. d—these are all methods for resolving conflicts.
6.24. b—codes of conduct can be a critical tool in improving virtual team efficiency and effectiveness.

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7

Risk Management

Chapter Objectives

After completing this chapter, you should be able to:

- **7.1** Define project risk.
- **7.2** Recognize the four key stages in project risk management and the steps necessary to manage risk.
- **7.3** Explain the Project Risk Analysis and Management (PRAM) process.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER

1. Plan Risk Management (PMBoK sec. 11.1)
2. Identify Risks (PMBoK sec. 11.2)
3. Perform Qualitative Risk Analysis (PMBoK sec. 11.3)
4. Perform Quantitative Risk Analysis (PMBoK sec. 11.4)
5. Plan Risk Responses (PMBoK sec. 11.5)
6. Control Risks (PMBoK sec. 11.6)

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PROJECT PROFILE

Samsung Galaxy Note 7 Recall—An Example of Poor Risk Management

Samsung, the South Korean industrial giant, is known for a wide variety of consumer products such as mobile devices and home entertainment systems. They are also the world's largest manufacturer of smartphones. Since 2012, Samsung has held a 20–30% share of the smartphone market, larger than its rivals, and ahead of the sales of Apple's iconic iPhone. In the third quarter of 2015 for example, Samsung sold over 100 million mobile phones worldwide. Since it was first released in April 2009, the Galaxy line of smartphones has been one of their biggest sellers. Combining a large screen, intuitive controls, and broad functionality, the Galaxy Note series is credited with maintaining Samsung's lead in the market for smartphones worldwide.

A critical need for maintaining market share in the smartphone industry is constant product upgrading. Consumers expect that new introductions of smartphones will happen often, and they also expect a certain wow factor as part of these new models. Another critical reason for frequent product upgrading is the need to respond to moves made by the competition. So when one company announces the introduction of a new product, Samsung and other industry competitors feel pressure to quickly introduce products from their own brands with similar or marginally better features, so they always stay abreast of the latest consumer trends and technical advances.

With the news that Apple was poised to launch an update of its best-selling smartphone, the iPhone 7, Samsung scheduled the August 2016 release of the next product in its Galaxy Note smartphone series, called the Note 7. Although the upgrade met with a generally positive response from consumers, within weeks problems were being reported. The Galaxy Note 7 was catching on fire—in people's pockets, on their bedroom nightstands, and in airplane luggage—in fact, the Note 7's batteries had an alarming tendency to overheat, begin smoking, and occasionally burst into flames. After the first 35 recorded incidents of Note 7s catching on fire, Samsung made the decision to recall every single Note 7

that had been sold to date, a number estimated to be between 1 and 2.5 million units. The company stopped all sales of the Note 7 and worked with government agencies and cellular carriers around the world to recall the phones, issuing refunds and exchanges. The public was assured that all problems had been resolved and that the new Note 7s were safe and could be operated with no fears. Unfortunately, Samsung was wrong. By October of 2016, five of the replacement smartphones had also caught fire, forcing Samsung to ask all users to shut down their phones, and the U.S. Department of Transportation and Federal Aviation Agency announced a world-wide ban on carrying Note 7s onto U.S.-flagged aircraft. In November, Samsung officially recalled every Galaxy Note 7, including all replacement units.

What went wrong for Samsung and the Note 7? Part of the problem was that Samsung felt tremendous competitive pressure to match Apple's release of the iPhone 7, and therefore rushed the own Note 7 to market first. The accelerated launch was also driven by fear of maintaining market share; Huawei, Xiaomi, and other Chinese cellphone makers were all gaining larger shares of the smartphone market, and Samsung executives were feeling the pressure to stay number one. By packing the Note 7 with new features like waterproofing, an ultra-thin design, and iris-scanning for added security, Samsung also wanted to prove that it was not simply a technology "follower;" they wanted to take up Apple's mantle as an innovative leader in the industry.

But Samsung made a critical mistake when they decided to self-test their own batteries for the Note 7. The batteries were a new design that was extremely thin, and rather than using one of the 28 labs certified by the U.S. wireless industry's trade group, the CTIA, Samsung became the only manufacturer to use their own in-house facilities for CTIA certification. By comparison, Apple has long used third-party CTIA-certified labs to test their own batteries. Industry analysts argue that in using their own testing labs, Samsung created a clear conflict of interest, as testers (who were Samsung employees) would naturally feel pressure to quickly assess the batteries and certify them as suitable for use. For its part, Samsung has blamed battery size and irregularities in the manufacturing process that produced some batteries that were not correctly sized for the space they occupied in the back of the Note 7, leading to electrical arcing and over-heating.

Samsung compounded this quality control mistake by mishandling the product safety recall. When reports started accumulating of smartphone fires, Samsung blamed faulty batteries from one of its two suppliers, Samsung SDI. Although the company recalled 2.5 million of these Note 7s, they continued to ship smartphones with batteries from their other supplier, ATL, offering them as safe alternatives. However, these began catching fire as well. Meanwhile, Samsung's behavior angered officials at the U.S. Consumer Product Safety Commission, who had approved Samsung's initial recall, trusting the company's word that the replacement phones would be safe while knowing that Samsung had no other battery supplier. The adverse publicity quickly grew, in spite of Samsung's assurances that fixes to the Note 7 were imminent. On October 6, a Southwest Airlines plane had to be evacuated at the Louisville airport because a passenger's Galaxy Note 7 starting smoking. By November 2016, the end came for the Note 7, as Samsung announced a worldwide [illegible]

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FIGURE 7.1 A Galaxy Note 7 Next to its Charred Battery after a Test
Source: Fernandogobbetti/123RF.com

The failure of the Note 7 has left Samsung in an awkward situation. After taking years to steadily build up its market share in the smartphone industry, the decision to drop the Galaxy Note 7 is expected to cost Samsung some $6.2 billion. Its credibility in the smartphone industry has also taken a major hit and left the company scrambling to quickly find a suitable replacement that can compete with the iPhone 7. In fact, because of the failure of the Note 7, industry analysts announced that for the 4th quarter of 2016, Apple shipped nearly 74 million iPhones and grew its smartphone market share to 18%. In the spring of 2017 Samsung introduced its latest Galaxy smartphone, the Galaxy S8, hoping to put their quality missteps behind them and regain both market share and consumers' trust. Samsung has also pledged to make significant changes to the process by which it builds and tests its new phones and batteries in the future, hoping to avoid another expensive catastrophe like the Galaxy Note 7.[1]

Introduction: What is Project Risk?

LO 7.1 Define project risk.

Projects operate in an environment composed of uncertainty. There is uncertainty regarding project funding, the availability of necessary resources, changing client expectations, potential technical problems—the list is seemingly endless. This uncertainty forms the basis for project risk and the need to engage in risk management. **Risk management**, which recognizes the capacity of any project to run into trouble, is defined as the art and science of identifying, analyzing, and responding to risk factors throughout the life of a project and in the best interests of its objectives. The difference between projects that fail and those that are ultimately successful has nothing to do with the fact that one lacks problems the other has. Rather, the key lies in the plans that have been made to deal with problems once they arise. The Project Management Institute defines **project risk** as "an uncertain event or condition that, if it occurs, has a positive or negative effect on one or more project objectives." This definition is important because, unlike in the past when project risk was automatically assumed to lead to negative consequences, it is now recognized as the source of [illegible] opportunities or threats. As a result, whereas in the past leading project managers [illegible] that project risk was [illegible] with the possibility of loss from a large population of unwanted circumstances,[2] risk in the modern sense argues that the uncertainty that exists in any project can result in either positive or negative outcomes. Project managers must acknowledge the possibility that the same risk event may bring several outcomes, with either a positive or negative effect on the project. Underlying these definitions is the recognition that many events, both within the organization and outside its control, can affect our best efforts to successfully complete projects.

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Risk management consists of anticipating, at the beginning of the project unexpected situations that may arise that are beyond the project manager's control. These situations have the capacity to severely undermine the success of a project. Broadly speaking, for the manager the process of risk management includes asking the following questions:

- What is likely to happen (the probability and impact)?
- What can be done to minimize the probability or impact of these events?
- What cues will signal the need for such action (i.e., what clues should I actively look for)?
- What are the likely outcomes of these problems and my anticipated reactions?

This chapter will explore the concept of project risk management in detail. We will address some of the principal sources of uncertainty, and hence risk, in projects. The chapter will also provide information on identifying the key steps to consider in formulating project risk management processes, methods for assessing risk impact, and processes for mitigating negative effects.

Project risk is based on a simple equation:

$$\text{Event Risk} = (\text{Probability of Event})(\text{Consequences of Event})$$

In other words, all risks must be evaluated in terms of two distinct elements: the likelihood that the event is going to occur, and the consequences, or effect, of its occurrence. The risk of a project manager in your company being struck by lightning on the way to work would clearly constitute

a high level of consequence to the project, but the probability of such an occurrence is sufficiently low to minimize your need to worry about it. On the other hand, people do change jobs, so an event such as the loss of a key project team member midway through the development phase may have both a potentially serious impact and a high degree of probability in some organizations. Hence, in those project environments, it would be appropriate to develop mitigation strategies to address this risk, given its high likelihood of occurring, and the negative consequences it would engender. For example, the project manager could develop a bonus or other incentive program to reward personnel who remain on the project team as a useful response (risk mitigation) for the potential loss of key personnel during the project.

Risk and opportunity are opposite sides of the same coin—opportunity emerges from favorable project uncertainties, and negative consequences from unfavorable events. Figure 7.2 illustrates the dynamics of risk and opportunity over the project life cycle, compared to the severity of negative consequences. Early in the life of a project, both risk and opportunity are high. The concept may be thought valuable, and the opportunities are strong, as are the negative risks. This result is due to the basic uncertainty early in a project's life cycle. Until we move forward into the development phases, many unanswered questions remain, adding to overall project uncertainty. On the other hand, the severity of negative consequences (the "amount at stake") is minimal early in the project's life. Few resources have yet been committed to the project, so the company's exposure level is still quite low. As the project progresses and more budget money is committed, the overall potential for negative consequences ramps up dramatically. At the same time, however, risk continues to diminish. The project takes on a more concrete form and many previously unanswered questions ("Will the technology work?" "Is the development time line feasible?") are finding answers. The result is a circumstance in which overall opportunity and risk (defined by their uncertainty) are dropping just as the amount the company has at stake in the project is rising.

The periods of greatest worry shown in Figure 7.2 are the execute and finish stages, at which point uncertainty is still relatively high and the amount at stake is rapidly increasing. The goal of a risk management strategy is to minimize the company's exposure to this unpleasant combination of uncertainty and potential for negative consequences.

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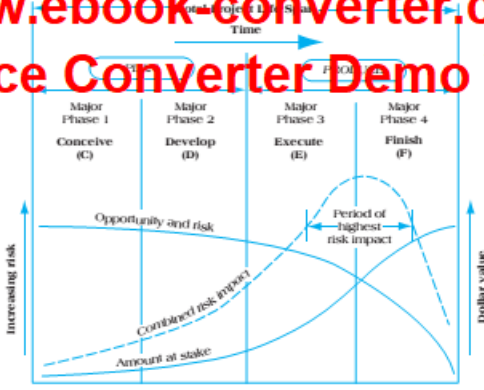


FIGURE 7.2 Risk Versus Amount at Stake: The Challenge in Risk Management

Source: R. Max Wideman. (2004). *A Management Framework for Project, Program and Portfolio Integration*. Victoria, BC, Canada, 2004. Copyright © 2004 by R. Max Wideman, AEW Services Vancouver, BC, Canada: Trafford Publishing. Figure from page 64. Reproduced with permission of R. Max Wideman.

BOX 7.1

Project Managers in Practice

Mathew Paul, General Electric Company

Mathew Paul is the Global Services Quality Leader at General Electric Oil & Gas, located in Houston, Texas. Before that assignment, Mathew served as the Program Leader for Liquefied Natural Gas (LNG) Locomotives at GE Transportation in Erie, PA. In that role, he was responsible for leading the introduction of GE's natural gas locomotives for domestic markets from the Engineering function. Mathew completed his Bachelor's in Mechanical Engineering from The University of Kerala, India, in 1998. After a short stint at Cochin Port Trust and Lucent Technologies in India, he decided to pursue his Master's in Mechanical Engineering at The University of Alabama, Tuscaloosa. He also holds a Master's in Business Administration from Fogelman's College of Business at The University of Memphis, Tennessee. He is PMP certified and a Six Sigma Green Belt.

Mathew's career started as an Engineer at Cummins working on new internal combustion engine introduction projects to meet customer requirements and environmental regulations. His specific job was to identify combustion recipes and meet engine performance requirements. However, during the recession of 2008, he was given the responsibility of leading cost reductions as well as identifying profitable projects for the business. Identifying components that either need to be avoided in the engine or redesigned to gain economies of scale was not an easy task due to the wide application and customer base. Project management methodologies had to be implemented to execute the tasks and show the benefits to customers. It was in meeting these challenges that Mathew learned the art of project management and decided to switch careers to project management.

In 2010, Mathew led the introduction of a low-cost Cummins fuel injection system in China for the trucking market to capture market share and reduce dependence on other firms' products. It was the first of its kind for Cummins Fuel Systems and the team quickly realized that a different approach was required to be successful in China. His specific tasks included managing a project comprised of people from both China and the United States in designing, developing, testing, and manufacturing the fuel system. Due to the magnitude of the project, project management methodologies were introduced for the first time at Cummins Fuel Systems. In his words, "The main challenge was to use the data-based approach in communicating with customers, suppliers, and team members as the Chinese culture is mostly customer-centric and saying 'no' was never appreciated. The profit margin per unit was very low and business was based on volume. Maintaining risks—both in quality and cost—was critical for the success of the project."

After the successful implementation of the low-cost fuel system for Cummins, Mathew moved to GE Transportation to introduce PowerHaul™ locomotives in Australia and Korea. Paul recounts, "Even though the product was similar, the challenges were different—while meeting tight schedules was critical for Australia, maintaining customer relations and the highest quality were primary requirements for Korea." Mathew was also tasked to lead GE Transportation's first natural gas locomotive project for domestic markets. [illegible] locomotives in Australia and Korea. [illegible] [illegible] [illegible]

investment of over $70 million dollars. We constructed and followed risk analysis and risk mitigation plans that had to be constantly updated—pretty much every day—due to the nature of the project. The project was capital intensive and eagerly awaited by customers, government, and competitors."

Mathew recollects that every project to date had been different, and that makes it critical to follow a project management methodology for standard guidelines. He notes that planning is critical for the success of the project and executing the plan is essential. However, the key for any project manager is to have a sixth sense about potential risks and be able to respond to them at the earliest. Even with these challenges, the final outcome for any project manager is very fulfilling. "When the first natural gas locomotive was cranked and pulled the load at the desired speed, my eyes watered with joy. I got to experience several firsts in my life. When the first Cummins Tier 3 19L engine was rolled out of their Seymour engine plant, when the first fuel system rolled out of Cummins Wuhan plant, and when the first PowerHaul™ GE engine was unveiled at the customer property in Australia, to cite a few." As Paul has found, that is the moment when years of hard work, volumes of documentation, and hours of meetings converge, and only a project manager can envision the final product and strive towards attaining it on a daily basis.

Risk Management: A Four-Stage Process

LO 7.2 Recognize the four key stages in project risk management and the steps necessary to manage risk.

Systematic risk management comprises four distinct steps:

- **Risk identification**—the process of determining the specific risk factors that can reasonably be expected to affect your project.
- **Analysis of probability and consequences**—the potential impact of these risk factors, determined by how likely they are to occur and the effect they would have on the project if they did occur.
- **Risk mitigation strategies**—steps taken to minimize the potential impact of those risk factors deemed sufficiently threatening to the project.
- **Control and documentation**—creating a knowledge base for future projects based on lessons learned.

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RISK IDENTIFICATION

A useful method for developing a risk identification strategy begins by creating a classification scheme for these risks. Remember that [illegible] potential risk [illegible] and negative events on the project. Risks continually fall into one of the following classification clusters:

- **Financial risk**—Financial risk refers to the financial exposure a firm opens itself to when developing a project. If there is a large up-front capital investment required, as in the case of Boeing, Embraer, or Airbus Industries' development of a new airframe, the company is voluntarily assuming a serious financial risk in the project. Construction companies building structures "on spec" provide another example. Without a contracted buyer prior to the construction, these companies agree to accept significant financial risk in the hopes of selling office space or the building itself after it is completed.
- **Technical risk**—When new projects contain unique technical elements or unproven technology, they are being developed under significant technical risk. Naturally, there are degrees of such risk; in some cases, the technical risk is minimal (modifications to an already-developed product), whereas in other situations the technical risk may be substantial. For example, Goodrich Corporation developed a modification to its electronic hoist system, used for cable hoists in rescue helicopters. Because the company had already developed the technology and was increasing the power of the lift hoist only marginally, the technical risk was considered minimal. On the other hand, the Spanish ship-builder Navantia is currently wrestling with serious performance problems in its newest generation of submarine, the S-80 class, because of the decision to include too many ground-breaking technical upgrades in one ship. The problems with the S-80 were so severe that the submarine ended up 70 tons overweight and was considered unsafe (i.e., there was a serious risk that it could not resurface once it submerged). Already behind schedule, the S-80 went through an additional three years of delays and redesigns before its approval for sea trials. Another example is the recently-built London

skyscraper at 20 Fenchurch Street, so oddly-shaped that it has been nicknamed the "Walkie-talkie" building. The unique design has led to unforeseen problems, including magnifying the sun's rays to dangerous temperatures on the street in front of the building and generating wind tunnel-like air gusts that can push people off the sidewalks and into the road (See Case Study 7.2 at the end of the chapter). The greater the level of technical risk, the greater the possibility of project underperformance in meeting specification requirements.

- **Commercial risk**—For projects that have been developed for a definite commercial intent (profitability), a constant unknown is their degree of commercial success once they have been introduced into the marketplace. Commercial risk is an uncertainty that companies may willingly accept, given that it is virtually impossible to accurately predict customer acceptance of a new product or service venture.
- **Execution risk**—What are the specific unknowns related to the execution of the project plan? For example, you may question whether geographical or physical conditions could play a role, i.e., developing a power plant on the slopes of Mount Pinatubo (an active volcano) in the Philippines would involve serious execution risks! Likewise, poorly trained or insufficient project team personnel might constrain project execution. Execution risk is a broad category that seeks to assess any *unique* circumstances or uncertainties that could have a negative impact on execution of the plan.
- **Contractual or legal risk**—This form of risk is common with projects in which strict terms and conditions are drawn up in advance. Many forms of contracted terms (e.g., cost-plus terms, fixed cost, liquidated damages) result in a significant degree of project risk. Companies naturally seek to limit their legal exposure through legal protection, but it is sometimes impossible to pass along contractual risk to other parties. For example, most U.S. railroads will not accept penalty clauses for late deliveries of components because they have an almost monopolistic control of the market. Therefore, organizations utilizing rail transportation must accept all delivery risk themselves.

After understanding the broad categories of risk, you want to anticipate some of the more common forms of risk in projects. The following list, though not inclusive, offers a short set of some of the more common types of risk to which most projects may be exposed:

- Illness/death
- Resignation
- Staff being pulled away by management
- Additional staff/skills not available
- Failure to gain effective resolution
- Initial specifications poor or incomplete
- Work or change orders multiplying due to various problems
- Enhancements taking longer than expected

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Although the broad categories and common types of risk in the preceding lists are both good starting points, you also need to consider common industry-specific risks that run across different types of projects in the specific field in which you are working. Several methods, both qualitative and quantitative, are available for conducting risk factor identification for industry-specific risks, including:

- *Brainstorming meetings*—Bringing the members of the project team, top management, and even clients together for a brainstorming meeting can generate a good list of potential risk factors. Brainstorming is a qualitative idea-creation technique, not one focused on decision making. To be effective, brainstorming meetings must be free of judgments, criticism of others' viewpoints, and pressure to conform. A mini-scenario of risk management is at work. Think about it: would you be willing to place your most creative ideas on the table in front of 10 other people if you were at risk of being immediately critiqued? Or might you be tempted to hold an idea for later if your boss required that you present it in a fully developed way? In short, the brainstorming environment needs to be made safe for the risk-averse.
- *Expert opinion*—This technique can be used in two alternative ways in assessing project risks. The more quantifiable method, commonly referred to as the Delphi approach, collects and consolidates the judgments of isolated anonymous respondents. For Delphi to be used effectively, some preliminary screening of potential contributors is usually necessary. The collective

"wisdom" of the set of experts is then used as the basis for decision-making. The simpler, more intuitive method for using expert judgments is based on the principle that "experience counts." You simply identify and consult people within the organization who have had similar experiences in running projects in the past or who have been with the firm long enough to have a clear grasp of the mechanics of project risk analysis. As obvious as this may seem, this opportunity may not be clear to everyone, particularly if management shifts recently have taken place in a firm or if new employees are not aware of the firm's project history.

- ***History***—In many cases the best source of information on future risks is history. Has a firm encountered a consistent pattern of problems while pursuing projects over time? What "storm signals," or events that preceded past problems, have been detected? Experience can be used to identify not only risk factors but their leading indicators as well. The problem with experience is that it is no guarantee of future events. The issues or conditions that contributed to project risk in the past decade, year, or even month may not be relevant to current market conditions or the state of project work as it is now being conducted. Hence, history can be useful for identifying key project risk factors provided all parties employ a reasonable degree of caution when evaluating current projects through the portal of past events. Metso Corporation of Finland, for example, developed state-of-the-art logging equipment under their former brand Timberjack that worked well in locations with good infrastructure to allow for frequent servicing. When it attempted to use the equipment in remote rain forest regions of Indonesia, however, the company found it had not anticipated the problems involved in routine servicing, including having to fly the machinery hundreds of miles out of the forests to servicing centers. Past experience had not prepared the company for new risks.
- ***Multiple (or team-based) assessments***—Using single-case sources to identify project risks is itself a risky proposition because of the potential bias in any one person's viewpoint.[4] It makes sense that no one individual, regardless of her perceived degree of expertise, can possibly discern all sources of threat and project risk. Although an engineer is likely to be more attuned to technical risks, a cost accountant to budgetary risks, and so forth, not even the most seasoned manager with experience in many fields is all-knowing. A team-based approach to risk factor identification [illegible] identification of a more comprehensive list of potential project risks. [illegible] committed members of the team to support project goals.[5]

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PROJECT PROFILE

Japan Decommissions a $9 Billion Nuclear Reactor that was Hardly Used

Once seen as the future of nuclear power in Japan, a resource-poor nation that relies heavily on its nuclear reactors to provide energy, in late 2016 the Japanese government announced that the Monju prototype fast-breeder reactor would be scrapped. What makes this announcement particularly odd are two details: 1) the reactor was constructed 22 years ago, and 2) it has only been in operation for a total of 250 days during that period. After a construction and operating cost of $9 billion, Japan has formally cancelled and announced the decommissioning of a nuclear reactor it had once hoped would be the future of nuclear energy in the country.

The Monju prototype reactor was unique because it was designed to burn most of its own spent fuel, eliminating the need to deal with nuclear waste. However, despite initial promise, the reactor has never functioned properly and has been plagued by a series of mishaps and other technical problems, including coolant leaks. The problems with the reactor, originally touted as cutting-edge technology and the future of nuclear power, simply made it too risky to support. The reactor's technical problems became even more serious in the wake of the 2011 tsunami that ruptured nuclear reactors in Fukushima prefecture in northern Japan, rendering part of the countryside uninhabitable.

As part of the announcement of the decommissioning of the Monju reactor, the Japanese government calculated that it will cost an additional $3.2 billion to safely shutter the site, remove the nuclear fuel, and fully dismantle the structure. The government expects to remove the spent nuclear fuel by 2022 and its time frame to complete Monju's scrapping is 2047. In the end, the reactor was simply too complicated and prone to technical problems to operate safely. With over $9 billion invested in its construction and operation (and another $3.2 billion budgeted for its dismantling), the Japanese government judged that the safer course in the long run was to cut ties with the project, because the technical risk of maintaining the site and hoping to finally fix all the operating bugs was just too high.[6]

RISK BREAKDOWN STRUCTURES

In identifying and categorizing various project risks, one useful tool is the **Risk Breakdown Structure (RBS)**. An RBS is defined as "a source-oriented grouping of project risks that organizes and defines the total risk exposure of the project."[7] Remember in Chapter 5 that we developed the Work Breakdown Structure (WBS) as a means to hierarchically organize and define the various elements of the project scope by breaking up the deliverables into increasingly distinct elements, known as work packages. An RBS employs a similar approach; however, in this case, our goal is to create a hierarchical representation of the project's risks, starting at the higher, general level and breaking the risks down to more specific risks at lower levels. For example, at the highest level, you have both external and internal risks. Specifying more closely, you may identify "Market risks," "Technical risks," "Environmental Impact risks," and "Quality risks" as second level categories. From this first level, your project team breaks out the specific types of risk associated with each of these broader concepts. Figure 7.4 gives an example of an RBS for this hypothetical project. Moving down to more specific risks, we can further classify "Market Risks" as consisting of customer acceptance and profit potential. Likewise, for "Environmental Impact," we have identified two specific risks: pollution risks and community protest potential. A similar de-classification can be conducted across each broader category of project risk. You can see that the advantage of the RBS is that it provides the project team with a visual representation of the critical risks for their project, as well as highlighting the specific components of these risks. This identification method helps with the next step in project risk management: the analysis of probability and consequences associated with each risk.[8]

ANALYSIS OF PROBABILITY AND CONSEQUENCES

The next step in the process consists of trying to make a reasonable estimate of the likelihood of each of these risk events occurring. We can construct a risk impact matrix like the one shown in Figure 7.5.[9] The matrix reflects all identified project risks, each prioritized according to the probability of its occurrence, along with the potential consequences for the project, the project team, or the sponsoring organization should the worst come to pass. Probability combined with

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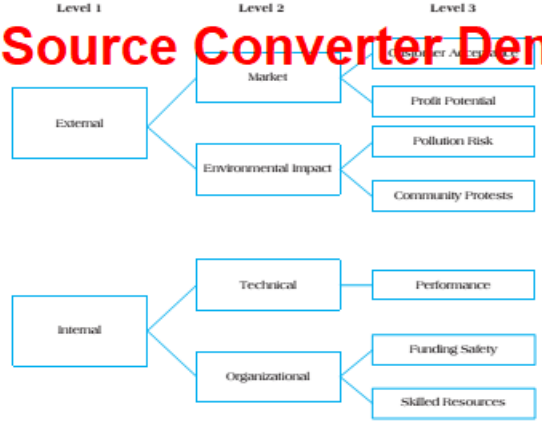


FIGURE 7.4 Risk Breakdown Structure (RBS)

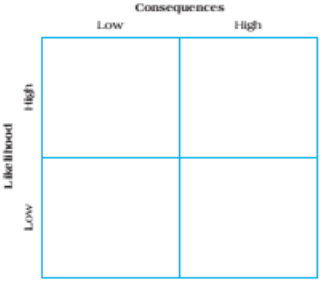


FIGURE 7.5 Risk Impact Matrix

consequences provides a sense of overall risk impact. With such a prioritization scheme, the project team is better able to focus their attention where their energy can do the most good.

Figure 7.6 shows a risk impact matrix in use by several *Fortune* 500 companies. Note that instead of a high-low classification, this alternative one features three levels: high, medium, and low. This matrix is further refined by classifying risk impact as either serious, moderate, or minor. The fundamental reason for employing this more complete matrix is to develop a sense of priority in addressing the various risks.

After a project team has worked through and completed a detailed matrix, it is better equipped to recognize the sorts of risks to which the project is subject and the "criticality" of each of those risks in terms of their potential impact on project performance. Clearly, the types of risks that are most relevant to project planning are those that the team classifies as having both high likelihood and high consequences. Risks that fall into this category require detailed contingency planning to adequately protect the project's development cycle. Figure 7.6 shows how projects might be classified on the basis of their potential risk impact. The team first identifies the risk factors and then evaluates their impact using the matrix. You can see how the low-low-moderate risk factors are classified as C's and D's.

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It is also useful to revisit our earlier point about the potential opportunities that may emerge from the uncertainty of project risk. That is, when analyzing the probability and consequences of risk events, we should include as part of our calculation the ways in which these uncertainties can

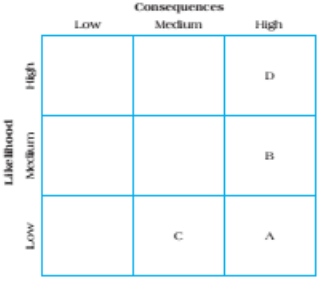


FIGURE 7.6 Classifying Project Risks

open up opportunities for the organization. For example, if our project team identifies several project risks (market, technical, political, etc.), brainstorming sessions can help us determine if these risks are distinctly negative or if they open up the possibility of finding innovative, win-win solutions by transforming them into opportunities. For example, a firm may have concern about the risk from possible governmental regulations regarding reducing greenhouse gases to slow man-made climate change. These concerns can lead a firm to adopt one of two actions: (1) defensive—employing lobbyists to try and derail the legislation to maintain business as usual, or (2) opportunistic—getting out ahead of the regulations by challenging business units to start employing nontraditional, sustainable solutions to technical challenges, leading to new products or processes that they can market to other firms facing similar challenges. As a result, part of our analysis of risk probability consequences should always take into consideration both negative and positive consequences.

Table 7.1 illustrates this quantitative method using the example of a firm developing a new software product for the retail market. The scenario considers both probability of failure and consequences of failure. In *probability of failure*, we are interested in identifying any factors that can significantly affect the probability that the new project can be successfully completed. Think of this category as requiring us to focus on the potential *causes* of failure. For the example in this section, let us assume that the issues identified as potential contributors are (1) maturity of the software design—is it a new product or based on an existing software platform? (2) complexity of the

TABLE 7.1 Determining Likely Risks and Consequences

	Probability of Failure (P_f)		
Score	**Maturity**	**Complexity**	**Dependency**
Low (0.1)	Existing software	Simple design	Not limited to existing system or clients. No external or uncontrollable events are likely to have an impact on the project.
Minor (0.3)	Minor redesign	Minor increase in complexity	Schedule or performance depends on an existing system. Effect on cost or schedule is minor.
Moderate (0.5)	Major redesign	Moderately complex	Dependent on existing system, facility, or processes. Reliance on existing system, facility, or processes. Effect on cost is moderate.
Significant (0.7)	Technology is available, but some redesign	Significant increase in complexity	Schedule or performance depends on new system or process. Significant dependency risk.
Major (0.9)	State of art, some research complete	Extremely complex	Schedule and performance depend on new system and process. Very high cost or schedule risk.

	Consequence of Failure (C_f)			
Score	**Cost**	**Schedule**	**Reliability**	**Performance**
Low (0.1)	Budget estimate not exceeded	Negligible impact on program, no impact on critical path	Minimal or no reliability consequence	Minimal or no performance consequence.
Minor (0.3)	Cost estimate exceeds budget by $< 5\%$	Minor slip in schedule (less than 5%)	Small reduction in reliability	Small reduction in system performance.
Moderate (0.5)	Cost estimate exceeds budget by $< 15\%$	Small slip in schedule starting to impact critical path	Some reduction in reliability	Some reduction in system performance. May require moderate debugging.
Significant (0.7)	Cost estimate exceeds budget by $< 30\%$	Development time slips in excess of 1 month, requires readjustment of critical path	Significant degradation in reliability	Significant degradation in system performance. Guarantees are at risk. Serious debugging required.
Major (0.9)	Cost estimate exceeds budget by $> 50\%$	Large schedule slips ensure the system will miss client time frame	Reliability goals cannot be achieved under current plan	Performance goals cannot be achieved. Results may not be usable.

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TABLE 7.2 Calculating a Project Risk Factor

1. Use the project team's consensus to determine the scores for each Probability of Failure category: Maturity (P_m), Complexity (P_c), Dependency (P_d).
2. Calculate P_f by adding the three categories and dividing by 3:

$$P_f = (P_m + P_c + P_d)/3$$

3. Use the project team's consensus to determine the scores for each Consequence of Failure category: Cost (C_c), Schedule (C_s), Reliability (C_r), Performance (C_p).
4. Calculate C_f by adding the four categories and dividing by 4:

$$C_f = (C_c + C_s + C_r + C_p)/4$$

5. Calculate Overall Risk Factor for the project by using the formula:

$$RF = P_f + C_f - (P_f)(C_f)$$

Rule of Thumb:	
Low risk	$RF < .30$
Medium risk	$RF = .30$ to $.70$
High risk	$RF > .70$

product—is the design relatively simple or is it highly complex in structure? and (3) dependency—can the product be developed independently of any system currently in place in the company or is it tied to current operating systems or practices? Several factors can have an impact on the probability of a new project's successful completion. Although our example identifies three (maturity, complexity, and dependency), depending upon the project, a team may identify many unique issues or factors that will increase the probability of failure.

Under the dimension of *consequences of failure*, we are concerned with the issues that will highlight the *effects* of project failure. The consequences of failure require us to critically evaluate [illegible] project. For example, [illegible] failure [illegible] project failure. (1) cost—budget adherence versus overruns, (2) schedule—on time versus severe delays, (3) reliability—the usefulness and quality of the finished product, and (4) performance—how well the new [illegible] its design criteria [illegible] shown [illegible] failure, the [illegible] to the consequences of failure that should be clearly identified will be unique to each project.

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Table 7.2 demonstrates the process of creating a project risk score. The scores for each individual dimension of probability and consequence are added and the sum is divided by the number of factors used to assess them. For example, under *probability of failure*, the scores of the three assessed elements (maturity, complexity, and dependency) are totaled to derive an overall score, and that number is divided by three to arrive at the probability score. This table shows the overall risk factor formula for the sample project, based on the quantitative assessment. A common rule of thumb assigns any project scoring below .30 as "low risk," projects scoring between .30 and .70 as "medium risk," and projects scoring over .70 as "high risk."

RISK MITIGATION STRATEGIES

The next stage in risk management is the development of effective risk mitigation strategies. In a general sense, there are four possible alternatives a project organization can adopt in deciding how to address risks: (1) accept risk, (2) minimize risk, (3) share risk, or (4) transfer risk.

ACCEPT RISK One option that a project team must always consider is whether the risk is sufficiently strong that any action is warranted. Any number of risks of a relatively minor nature may be present in a project as a matter of course. However, because the likelihood of their occurrence is so small or the consequences of their impact are so minor, they may be judged acceptable and ignored. In this case, the decision to "do nothing" is a reasoned calculation, not the result of inattention or incompetence. Likewise, for many types of projects, certain risks are simply part of the equation and must

be factored in. For example, it has been estimated that the U.S. recording industry spends millions every year in developing, producing, and promoting new recording artists, knowing full well that of the thousands of albums produced every year, less than 5% are profitable.[10] Likewise, Chapter 3 detailed the extraordinary lengths that pharmaceutical manufacturers must go to and the high percentage of failures they accept in order to get a small percentage of commercially successful drugs to the marketplace. Hence, a high degree of commercial risk is embedded in the systems themselves and must be accepted to operate in certain industries.

MINIMIZE RISK Strategies to minimize risk are the next option. Consider the challenges that Boeing Corporation faces in developing new airframes, such as the newly introduced 787 model. Each aircraft contains millions of individual parts, most of which must be acquired from vendors. Further, Boeing has been experimenting with the use of composite materials instead of aluminum throughout the airframe. The risks to Boeing in the event of faulty parts leading to a catastrophic failure are huge. For example, several early flights were plagued by meltdowns in the aircraft's lithium ion batteries, manufactured in Japan by GS Yuasa. Consequently, the process of selecting and ensuring quality performance from vendors is a challenge that Boeing takes extremely seriously. One method Boeing employs for minimizing risk in vendor quality is to insist that all significant vendors maintain continuous direct contact with Boeing quality assessment teams. Also, in considering a new potential vendor Boeing insists upon the right to intervene in the vendor's production process to ensure that the resulting quality of all supplier parts meets its exacting standards. Because Boeing cannot produce all the myriad parts needed to fabricate an aircraft, it seeks to minimize the resultant risk by adopting strategies that allow it to directly affect the production processes of its suppliers.

SHARE RISK Risk may be allocated proportionately among multiple members of the project. Two examples of risk sharing include the research and development done through the European Space Agency (ESA) and the Airbus consortium. Due to tremendous barriers to entry, no one country in the European Union has the capital resources and technical skills to undertake the development of the Ariane rocket for satellite delivery or the creation of a new airframe to compete with Boeing in the commercial aircraft industry. ESA and Airbus partners from several countries have jointly pooled their resources and, at the same time, agreed to jointly share the risk inherent in these ventures.

In addition to partnerships that pool project risk, ameliorating risk through sharing can be achieved contractually. Many project organizations create relationships with suppliers and customers that include legal requirements for risk to be shared among those involved in the project. [illegible] contracts in the construction industry, [illegible] facilities, have begun insisting on contracts that enforce a "Build-Own-Operate-Transfer" provision for all project firms. The lead project organization is expected to build the plant and take initial ownership of it until its operating capacity has been proven and all debugging occurs, before finally transferring ownership to the client. In this way, the project firm and the host country agree to jointly accept financial (risk) ownership of the project until the project has been completed and its capabilities proven.

TRANSFER RISK In some circumstances, when it is impossible to change the nature of the risk either through elimination or minimization, it may be possible to shift the risks bound up in a project to another party. This option, transferring risk to other parties when feasible, acknowledges that even in the cases where a risk cannot be reduced, it may not have to be accepted by the project organization if there is a reasonable means for passing the risk along. Companies use several methods to transfer risks, depending upon their power relative to the client organizations and the types of risks they face. For example, if our goal is to prevent excessive budget overruns, a good method for directly transferring risk lies in developing fixed-price contracts. **Fixed-price contracts** establish a firm, fixed price for the project upfront; should the project's budget begin to slip, the project organization must bear the full cost of these overruns. Alternatively, if our goal is to ensure project functionality (quality and performance), the concept of liquidated damages offers a way to transfer risk through contracts. **Liquidated damages** represent project penalty clauses that kick in at mutually agreed-on points in the project's development and implementation. A project organization installing a new information system in a large utility may, for example, agree to a liquidated damages clause should the system be inoperable after a certain date. Finally, insurance is a common option for some

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organizations, particularly in the construction industry. Used as a risk mitigation tool, insurance transfers the financial obligation to an insuring agency.

USE OF CONTINGENCY RESERVES

Contingency reserves in several forms, including financial and managerial, are among the most common methods used to mitigate project risks. They are defined as the specific provision for unforeseen elements of cost within the defined project scope. Contingency reserves are viewed differently, however, depending upon the type of project undertaken and the organization that initiates it. In construction projects, it is common to set aside anywhere between 10% and 15% of the construction price in a contingency fund. A contract to construct a $5 million building will be built to the cost of approximately $4.5 million, with the balance retained for contingency. In other fields, however, project teams are much more reluctant to admit to the up-front need for establishing contingency reserves, fearing that customers or other project stakeholders will view this as a sign of poor planning or inadequate scope definition (see Chapter 5).

The best way to offset concerns about the use of contingency reserves is to offer documentation of past risk events—unforeseen or uncontrollable circumstances that required the need for such contingency planning. Some of the concerns that might be generated may also be offset if the project team has done its homework and demonstrated in a detailed plan how contingency funds will be released as they are needed. Since the goal of creating contingency funds is to ensure against unforeseen risks, the key to their effective use lies in proactive planning to establish reasonable triggers for their release.[11]

TASK CONTINGENCY Perhaps the most common form of contingency reserve is **task contingency**, which is used to offset budget cutbacks, schedule overruns, or other unforeseen circumstances accruing to individual tasks or project work packages. These budget reserves can be a valuable form of risk management because they provide the project team with a buttress in the face of task completion difficulties. It may be found, for example, that some components or work packages of the project are highly unique or innovative, suggesting that development estimates and their related costs cannot be estimated with anything less than a bound of ±20% or even greater. Hence, task contingency [illegible] against the [illegible] [illegible] [illegible]

One final point about budget reserves at either the task or managerial level: it is extremely important that open channels of communication be maintained between top management and the project manager regarding the availability and use of contingency reserve funds. Project managers must be fully aware of the guidelines for requesting additional funding and how an extra project budget is to be disbursed. If either the project manager or top management group uses contingency reserves as a political tool or method for maintaining control, the other party will quickly develop an attitude of gamesmanship toward acquiring those reserves. In this case, the atmosphere and communications between these key stakeholders will become characterized by distrust and secrecy—two factors guaranteed to ensure that a project is likely to fail.

INSURANCE **Insurance** can be a useful means for risk mitigation, particularly in certain types of projects such as construction. Risks in construction go beyond technical risks or monetary/commercial risks to include health and safety concerns. Not all organizations or countries enforce the same rules regarding occupational health and safety standards. For example, there are countries in the developing world that do not require (or enforce) the use of safety harnesses for workers on skyscrapers, even though a fall would be fatal. Contractors acquire insurance to offset the risks from the project that are often covered under contractual terms. For example, a construction contractor will routinely acquire insurance against loss or theft of building materials, workers' compensation, and professional or general liability. One of the duties of project managers in these settings is to ensure that all certificates of compliance are up to date; that is, all necessary insurance has been acquired and is valid for the life of the project to mitigate against potential risks.

WORKAROUNDS The Project Management Institute's Body of Knowledge defines a **workaround** as a response to a threat that has occurred, for which a prior response has not been planned or was not effective. In practice, we see workarounds as methods (responses) for achieving an outcome when the original approach is not working due to unforeseen errors or problems with the system or process in use. For example, if the original software developed for a hospital's drug ordering system is riddled with bugs or screens that are not intuitive, they can slow down the process by which critical drugs are ordered for delivery to medical personnel in emergency or operating rooms. In the face of this threat, hospital employees quickly learn to apply inventive solutions to the problem, using alternative methods of ordering drugs, to circumvent the system errors and get the system to speed drug deliveries. Workarounds are a response to project risk by recognizing an unforeseen threat and creatively manufacturing a viable solution to the problem.[12]

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OTHER RISK MITIGATION STRATEGIES

In addition to the set of mitigation strategies already discussed, many organizations adopt practical approaches to minimizing risk through creating systems for effectively training all members of their project teams. One successful method for dealing with project risks involves **mentoring** new project managers and team members. In a mentoring program, junior or inexperienced project personnel are paired with senior managers to help them learn best practices. The goal of mentoring is to help ease new project personnel into their duties by giving them a formal contact who can help clarify problems, suggest solutions, and monitor them as they develop project skills. Another method for mitigating risks involves **cross-training** project team personnel so that they can fill in for each other in the case of unforeseen circumstances. Cross-training requires that members of the project team learn not only their own duties but also the roles that other team members are expected to perform. Thus, in the case where a team member may be pulled from the project team for an extended period, other team members can take up the slack, thereby minimizing the time lost to the project's schedule.

CONTROL AND DOCUMENTATION

Once project risk analysis has been completed, it is important to begin developing a reporting and documentation system for cataloging and future reference. Control and documentation methods help managers classify and codify the various risks the firm faces, its responses to these risks, and the outcome of its response strategies. Table 7.3 gives an example of a simplified version of the risk management report form that is used in several organizations. Managers may keep a hard-copy file of these analyses or input them into databases for better accessibility.

Having a repository of past risk analysis transactions is invaluable, particularly to novice project managers who may recognize the need to perform risk management duties but are not sure of the best way to do them or where to begin. The U.S. Army, for example, has invested significant budget and time in creating a comprehensive database of project risk factors and their mitigation strategies as part of project management training for their officers. Newly appointed officers to Army procurement and project management offices are required to access this information to begin establishing preliminary risk management strategies prior to initiating new programs. Figure 7.7 illustrates a contingency document for adjustments to the project plan.

Establishing **change management** as part of risk mitigation strategies also requires a useful documentation system that all partners in the project can access. Any strategy aimed at minimizing a project risk factor, along with the member of the project team responsible for any action, must be clearly identified. The sample risk management report form shown in Table 7.3 includes the important elements in change management. To be effective, the report must offer a comprehensive analysis of the problem, the plan for its minimization, a target date, and the expected outcome once the mitigation strategy has been implemented. In short, as a useful control document, a report form must coherently identify the key information of what, who, when, why, and how.

- *What*—Identify clearly the source of risk that has been uncovered.
- *Who*—Assign a project team member direct responsibility for following this issue and maintaining ownership regarding its resolution.
- *When*—Establish a clear time frame, including milestones if necessary, that will determine when the expected mitigation is to occur. If it is impossible to identify a completion date in advance, then identify reasonable process goals en route to the final risk reduction point.
- *Why*—Pinpoint the most likely reasons for the risk; that is, identify its cause to ensure that efforts toward its minimization will correspond appropriately with the reason the risk emerged.
- *How*—Create a detailed plan for how the risk is to be abated. What steps has the project team member charted as a method for closing this project risk window? Do they seem reasonable or far-fetched? Too expensive in terms of money or time? The strategy for risk abatement should preferably be developed as a collaborative effort among team members, including those with technical and administrative expertise, to ensure that the steps taken to solve the problem are realistically achievable and mutually possible.

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Documentation of risk analysis such as that shown in Table 7.3 and Figure 7.7 represents a key final component in the overall risk management process.

Table 7.3 Sample Change Management Report Form

Customer: _____ Project Name: _____
Budget Number: _____ Project Team: _____
Date of Most Recent Evaluation: _____
Risk Description: _____
_____
_____
_____
Risk Assessment: _____ Risk Factor: _____
Discussion: _____
_____
_____
Risk Reduction Plan: _____ Owner: _____
_____
Time Frame to Next Assessment: _____
Expected Outcome: _____
_____
_____

Probable Event	Adjustment to Plans
Absenteeism	
Resignation	
Pull-aways	
Unavailable staff/skills	
Spec change	
Added work	
Need more training	
Vendors late	

FIGURE 7.7 Contingency Document for Adjustments to Project Plan

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PROJECT PROFILE

Collapse of Shanghai Apartment Building

The science and engineering principles surrounding the construction of simple apartment blocks are well known and have been used for centuries. Yet even in this modern era of construction, problems sometimes arise that produce shocking results. Just such a story occurred in late June of 2009 in China, when a high-rise, 13-story apartment building in Shanghai toppled onto its side. The nearly completed structure was part of an 11-building apartment complex



FIGURE 7.8 Shanghai Apartment Building Collapse

Source: Chen Fei/Chine Nouvelle/Sipa/Newscom

(*continued*)

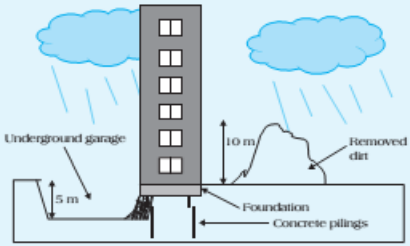


FIGURE 7.9 Schematic of Causes of Collapse

in a new development known as "Lotus Riverside." Because the 629-unit apartment building was not yet completed, it was virtually empty. Although one worker was killed in the accident, the tragedy could have been far worse had the building been fully occupied.

The demand for affordable housing in Chinese cities has never been greater. With the economy humming along and a high demand for workers in economic regions such as Shanghai, there is a critical shortage of available housing. Private and governmental organizations are working to rapidly install new apartment blocks to keep up with this huge demand. Unfortunately, one of the risks with rapid building is the temptation to cut corners or use slipshod methods. When speed is paramount, the obvious concern is whether acceptable standards of building are being maintained.

In the Lotus Riverside building project, the construction firm opted for a procedure that is generally frowned upon (indeed, the method is outlawed in Hong Kong due to its inherent riskiness). Under this system, rather than pour a deep concrete base on which to rest the structure, a series of pre-stressed, pre-cast concrete pilings are used as anchors to "size" the building into the ground. Although this system can work effectively with shorter buildings, it has long been considered risky for tall structures.

The problem became critical when construction crews began digging an underground garage on the south side of the building to a depth of nearly 5 meters. The excavated dirt was piled on the north side of the building to a height of 10 meters. The underground pilings began receiving severe lateral pressure from the excavation, which was further compounded by heavy rains. Some of the storms dropped [illegible] building on the [illegible] pilings moved such as pushing [illegible] lateral pressure estimated at 2000 tons. In the ensuing collapse (see Figure 7.9), Suddenly, the pilings began snapping and the building toppled over on its side. Local officials noted that the only lucky result of the collapse was that the building fell into an empty space. Considering that all the buildings in the complex had been constructed in a similar manner, there was a very real possibility of creating a chain reaction of toppling buildings, much like a set of dominos falling over.

The Chinese government immediately began to aggressively trace the cause of the collapse, questioning the private contractor's use of unskilled workers, questionable construction practices, and overall quality control. China's official news agency, Xinhua, said officials were taking "appropriate control measures" against nine people, including the developer, construction contractor, and supervisor of the project, after it was reported that the company's construction license had expired in 2004. Although it is certain that penalties will be imposed for the building failure, a less certain future awaits the tenants of the other buildings in the complex. After all, what more visible evidence could there be of the unsoundness of the construction in the complex than seeing a sister building lying on its side not far from the other structures? Hundreds of prospective tenants have besieged government offices, demanding refunds for apartments in the same complex that they purchased for upward of $60,000 but are now too frightened to live in.

The Chinese government was justifiably angry about the building methods used in the apartment complex, promising a full investigation and determination of guilt. Whether the ultimate cause was property developer greed, desire for quick profits, or simple engineering errors, the apartment building's collapse demonstrates the need to balance project development speed with critical safety concerns. Cutting corners to build quickly may satisfy the demand for apartments, but it is never a reason to put tenants' lives at risk.[13]

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Project Risk Management: An Integrated Approach

LO 7.3 Explain the Project Risk Analysis and Management (PRAM) process.

The European Association for Project Management has developed an integrated program of risk management based on efforts to extend risk management across a project's entire life cycle. This program, known as **Project Risk Analysis and Management (PRAM)**, presents a generic methodology that can be applied to multiple project environments and encompasses the key components of project risk management.[14] The ultimate benefit of models such as PRAM is that they present a systematic alternative to ad hoc approaches to risk assessment, and hence can help organizations that may not have a clearly developed, comprehensive process for risk management and are instead locked into one or two aspects (e.g., risk identification or analysis of probability and consequences). The PRAM model offers a step-by-step approach to creating a comprehensive and logically sequenced method for analyzing and addressing project risk.

Among the key features of the PRAM methodology are the following:

- ***The recognition that risk management follows its own life cycle, much as a project follows a life cycle.*** Risk management is integrated throughout the project's entire life cycle.
- ***The application of different risk management strategies at various points in the project life cycle.*** The PRAM approach tailors different strategies for different project life cycle stages.
- ***The integration of multiple approaches to risk management into a coherent, synthesized approach.*** PRAM recommends that all relevant risk management tools be applied as they are needed, rather than in a "pick-and-choose" approach.

Each of the nine phases in the PRAM approach is based on a specific purpose and requires the completion of a comprehensive set of targets (deliverables). Completing PRAM gives the project team a template for getting the most out of risk management and helps them sharpen their efforts in the most productive manner. It also creates a document for merging risk management with overall project planning, linking them in a collaborative sense.

The nine phases of a comprehensive project risk assessment include the following steps:

1. *Define*—Define the project and the risk management process, and develop a statement of work and project scope.
2. *Focus*—Begin to plan the risk management process as a project in its own right, as well as determine the best methods for addressing project risk given the unique nature of the project being undertaken.
3. *Identify*—Assess the specific sources of risk at the outset of the project, including the need to fashion appropriate responses. This step requires that we first search for all sources of risk and their responses, and then classify these risks in some manner to prioritize or organize them.
4. *Structure*—Review and refine the way we have classified risks for the project, determine if there are commonalities across the various risks we have uncovered (suggesting common causes of the risks that can be addressed at a higher level), and create a prioritization scheme for addressing these risks.
5. *Clarify ownership of risks*—Distinguish between risks that the project organization is willing to handle and those that the clients are expected to accept, as well as allocate responsibility for managing risks and responses.
6. *Estimate*—Develop a reasonable estimate of the impacts on the project of both the identified risks and their proposed solutions. What are the likely scenarios and their relative potential costs?
7. *Evaluate*—Critically evaluate the results of the estimate phase to determine the most likely plan for mitigating potential risks. Begin to prioritize risks and the project team's responses.
8. *Plan*—Produce a project risk management plan that proactively offers risk mitigation strategies for the project as needed.
9. *Manage*—Monitor actual progress with the project and associated risk management plans, responding to any variances in these plans with an eye toward developing them for the future.

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Table 7.4 shows a generic risk management process following the PRAM methodology. At each of the risk management phases specific project deliverables can be identified, allowing the project team to create comprehensive project risk management documentation while addressing specific steps along the way. These deliverables are important because they indicate to project managers exactly the types of information they should be collecting at different phases of the project and the materials they should make available to relevant stakeholders.

The PRAM model for risk management is extremely helpful because it offers project managers a systematic process for employing risk assessment and mitigation strategies. Composed of nine interconnected steps that form a logical sequence, PRAM creates a unifying structure under which effective risk management can be conducted. Because it follows the logic of the project life cycle, PRAM should be conducted not as a "one-shot" activity but as an ongoing, progressive scheme that links project development directly to accurate risk assessment and management. Finally, in identifying the key deliverables at each step in the process, the PRAM model ensures a similarity

TABLE 7.4 A Generic Risk Management Process (RMP) Following the PRAM Methodology

Phases	Purposes	Deliverables
Define	Consolidate relevant existing information about the project.	A clear, unambiguous, shared understanding of all key aspects of the project documented, verified, and reported.
Focus	1. Identify scope and provide a strategic plan for the RMP. 2. Plan the RMP at an operational level.	A clear, unambiguous, shared understanding of all relevant key aspects of the RMP, documented, verified, and reported.
Identify	1. Identify where risk might arise. 2. Identify what we might do about this risk in proactive and reactive response terms. 3. Identify what might go wrong with our responses.	All key risks and responses identified; both threats and opportunities classified, characterized, documented, verified, and reported.
Structure	1. Test and clarify assumptions. 2. Provide more complex structure when appropriate.	Clear understanding of the implications of important simplifying assumptions about relationships among risks, responses, and base plan activities.
Ownership	1. Client/contractor allocation of ownership and management of risks and responses. 2. Allocation of client risks to named individuals. 3. Approval of contractor allocations.	Clear ownership and management allocations effective, efficient, and enforceable in practice where appropriate.
Estimate	1. Identify areas of clear significant uncertainty. 2. Identify areas of possible significant uncertainty.	1. A basis for understanding which risks and responses are important. 2. Estimates of likelihood and impact on scenario or in numeric terms.
Evaluate	Synthesis and evaluation of the results of the estimate phase.	Diagnosis of all important difficulties and comparative analysis of the implications of responses to these difficulties, with specific deliverables like a prioritized list of risks.
Plan	Project plan ready for implementation and associated risk management plan.	1. Base plans in activity terms at the detailed level of implementation. 2. Risk assessment in terms of threats and opportunities prioritized, assessed in terms of impact. 3. Recommended proactive and reactive contingency plans in activity terms.
Manage	1. Monitoring. 2. Controlling. 3. Developing plans for immediate implementation.	1. Diagnosis of a need to revisit earlier plans and initiation of re-planning as appropriate. 2. Exception reporting after significant events and associated re-planning.

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of form that allows top management to make reasonable comparisons across all projects in an organization's portfolio.

Project risk management demonstrates the value of proactive planning for projects to anticipate and hopefully, mitigate serious problems that could adversely affect the project at some point in the future.[15] The value of this troubleshooting process is that it requires us to think critically, and to be devil's advocates when examining how we are planning to develop a project. Research and common sense suggest that there is truth in the adage, "An ounce of prevention is worth a pound of cure." The more sophisticated and systematic we are about conducting project risk management, the more confident we can be, as the project moves through planning and into its execution phase, that we have done everything possible to prepare the way for project success.

Summary

7.1 ***Define project risk.*** Project risk is defined as any possible event that can negatively affect the viability of a project. We frequently use the equation: Risk event = (Probability of event)(Consequences of event). Effective risk management goes a long way toward influencing project development. To be effective, however, project risk management needs to be done early in the project's life. To quote Shakespeare's *Macbeth:* "If it were done, when 'tis done; then 'twere well it were done quickly."[16] As an important element in overall project planning, risk management identifies specific risks that can [illegible] and quantifies the impact each risk may have. The impact of any one risk factor is defined as the product of the likelihood of the event's occurrence and the severity of its consequences that would result. The tremendous number of unknowns in the early phases of a project makes this the time when risk is highest. As the project moves forward, the team continues to address risk with technical, administrative, and budgetary strategies.

7.2 ***Recognize four key stages in project risk management and the steps necessary to manage risk.*** There are four distinct phases of project risk management: (1) risk identification, (2) analysis of probability and consequences, (3) risk mitigation strategies, and (4) control and documentation. Risk identification focuses on determining a realistic set of risk factors that a project faces. In analyzing probability and consequences, the project team prioritizes its responses to these various risk factors by assessing the "impact factor" of each one. Impact factors are determined either in a qualitative manner, using a matrix approach and consensus decision making, or in more quantitative ways, in which all relevant probability and consequence parameters are laid out and used to assess overall project risk. The project team begins the process of developing risk mitigation strategies once a clear vision of risk factors is determined. The last step in the risk management process, control and documentation, is based on the knowledge that risk management strategies are most effective when they have been codified and introduced as part of standard operating procedures. The goal is to create systematic and repeatable strategies for project risk management.

The five primary causes of project risk are (1) [illegible], (2) [illegible] risk, (3) commercial risk, (4) execution risk, and (5) contractual or legal risk. Among the most common methods for risk identification are (1) [illegible] brainstorming meetings, (3) expert opinion, (4) past history, and (5) multiple [illegible] assessments.

Risks can be mitigated through four primary approaches. First, we can simply accept the risk. We may choose to do this in a situation in which we either have no alternative or we consider the risk small enough to be acceptable. Second, we can seek to minimize risk, perhaps through entering partnerships or joint ventures to lower our company's exposure to the risk. Third, we can share risk with other organizations or project stakeholders. Finally, when appropriate, we may seek to transfer risk to other project stakeholders.

7.3 ***Explain the Project Risk Analysis and Management (PRAM) process.*** PRAM is a generic project risk management approach that offers a model for the life cycle steps a project team might adopt in developing a risk management methodology. Nine distinct steps in the PRAM model present each phase of the process and its associated deliverables.

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Key Terms

Analysis of probability and consequences (*p. 246*)
Change management (*p. 256*)
Commercial risk (*p. 247*)
Contingency reserves (*p. 254*)
Contractual or legal risk (*p. 247*)
Control and documentation (*p. 246*)
Cross-training (*p. 255*)
Execution risk (*p. 247*)
Financial risk (*p. 246*)
Fixed-price contract (*p. 253*)
Insurance (*p. 255*)
Liquidated damages (*p. 253*)
Managerial contingency (*p. 254*)
Mentoring (*p. 255*)
Project risk (*p. 243*)
Project Risk Analysis and Management (PRAM) (*p. 259*)
Risk Breakdown Structure (*p. 249*)
Risk identification (*p. 246*)
Risk management (*p. 243*)
Risk mitigation strategies (*p. 246*)
Task contingency (*p. 254*)
Technical risk (*p. 246*)
Workaround (*p. 255*)

Solved Problem

7.1 QUANTITATIVE RISK ASSESSMENT

Refer to the risk factors shown in Table 7.1. Assume your project team has decided upon the following risk values:

$$P_m = .1 \; C_c = .7$$
$$P_c = .5 \; C_s = .5$$
$$P_d = .9 \; C_r = .3$$
$$C_p = .1$$

You wish to determine the overall project risk using a quantitative method. Following the formulas shown in Table 7.2, we can calculate both the probability of project risk score and the consequences of project risk score, as follows:

$$P_f = (.1 + .5 + .9)/3 = .5$$
$$C_f = (.7 + .5 + .3 + .1)/4 = .4$$
$$RF = .5 + .4 - (.5)(.4) = .70$$

Conclusion: Medium risk to overall project.

Discussion Questions

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7.1 Do you agree with the following statement: "Although it is important to do risk planning, it is possible to eliminate most/all risks from a project"? Why or why not?
7.2 In discussing projects across industries, it is sometimes helpful to identify the types of the most common risks they routinely face. Consider the development of a new software product and compare it to coordinating an event, such as a school dance. What likely forms of risk would your project team face in either of these circumstances?
7.3 Analyze Figure 7.2 (degree of risk over the project life cycle). What is the practical significance of this model? What implications does it suggest for managing risk?
7.4 What are the benefits and drawbacks of using the various forms of risk identification mentioned in the chapter (e.g., brainstorming meetings, expert opinion, etc.)?
7.5 What are the benefits and drawbacks of using a qualitative risk impact matrix for classifying the types of project risk?
7.6 What are the benefits and drawbacks of using a quantitative risk assessment tool such as the one shown in the chapter?
7.7 Give some examples of projects using each of the risk mitigation strategies (avoidance, transference, reduction, acceptance). How successful were these strategies? In hindsight, would another approach have been better?
7.8 Explain the difference between managerial contingency and task contingency.
7.9 What are the advantages of developing and using a systematic risk management approach such as the PRAM methodology? Do you perceive any disadvantages of the approach?
7.10 Consider the following observation: "The problem with risk analysis is that it is possible to imagine virtually anything going wrong on a project. Where do you draw the line? In other words, how far do you take risk analysis before it becomes overkill?" How would you respond?

Problems

7.11 **Assessing Risk Factors.** Consider the planned construction of a new office building in downtown Houston at a time when office space is in surplus demand (more office space than users). Construct a risk analysis that examines the various forms of risk (technical, commercial, financial, etc.) related to the creation of this office building. How would your analysis change if office space were in high demand?
7.12 **Qualitative Risk Assessment.** Imagine that you are a member of a project team that has been charged with developing a new product for the residential building industry. Using a

qualitative risk analysis matrix, develop a risk assessment for a project based on the following information:

Identified Risk Factors	Likelihood
1. Key team members pulled off project	1. High
2. Chance of economic downturn	2. Low
3. Project funding cut	3. Medium
4. Project scope changes	4. High
5. Poor spec. performance	5. Low

Based on this information, how would you rate the consequences of each of the identified risk factors? Why? Construct the risk matrix and classify each of the risk factors in the matrix.

7.13 Developing Risk Mitigation Strategies. Develop a preliminary risk mitigation strategy for each of the risk factors identified in Problem 2. If you were to prioritize your efforts, which risk factors would you address first? Why?

7.14 Quantitative Risk Assessment. Assume the following information:

Probability of Failure	Consequences of Failure
Maturity = .3	Cost = .1
Complexity = .3	Schedule = .7
Dependency = .5	Performance = .5

Calculate the overall risk factor for this project. Would you assess this level of risk as low, moderate, or high? Why?

7.15 Quantitative Risk Assessment. Assume the following information for an IT project:

Probability of Failure	Consequences of Failure
Maturity = .7	Cost = .9
Complexity = .7	Schedule = .7
Dependency = .5	Performance = .3
Client Concerns = .5	Future Business = .5
Programmer Skill = .3	

Calculate the overall risk factor for this project. Would you assess this level of risk as low, moderate, or high? Why?

7.16 Developing Risk Mitigation Strategies. Assume that you are a project team member for a highly complex project based on a new technology that has never been directly proven in the marketplace. Further, you require the services of several subcontractors to complete the design and development of this project. Because you are facing severe penalties in the event the project is late to market, your boss has asked you and your project team to develop risk mitigation strategies to minimize your company's exposure. Discuss the types of risk that you are likely to encounter. How should your company deal with them (accept them, share them, transfer them, or minimize them)? Justify your answers.

7.17 Assessing Risk and Benefits. Suppose you are a member of a project team that is evaluating the bids of potential contractors for developing some subassemblies for your project. Your boss makes it clear that any successful bid must demonstrate a balance between risk and price. Explain how this is so; specifically, why are price and risk seen as equally important but opposite issues in determining the winner of the contract? Is a low-price/high-risk bid acceptable? Is a high-price/low-risk bid acceptable? Why or why not?

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Classic Case: de Havilland's Falling Comet

The Development of the Comet

The de Havilland Aircraft Company of Great Britain had long been respected in the aircraft manufacturing industry for its innovative and high-performance designs. Coming off its excellent work during World War II, the company believed that it stood poised on the brink of success in the commercial airframe industry. The de Havilland designers and executives accurately perceived that the next generation of airplane would be jet-powered. Consequently, they decreed that their newest commercial airframe, tentatively called the Comet, would employ jet power and other leading-edge technology.

Jets offered several advantages over propeller-driven airplanes, the most obvious of which was speed. Jets could cruise at nearly 450 miles per hour compared with the 300 miles per hour a propeller could generate. For overseas flight, in particular, this advantage was important. It could reduce the length of long flights from a mind-numbing two or three days to mere hours, encouraging more and more businesspeople and tourists to use airplanes as their primary method for travel. Further, jets tended to be quieter than propeller-driven aircraft, giving a more comfortable interior sound level and ride to passengers.

De Havilland engineers sought to create a streamlined airplane that could simultaneously carry up to 50 passengers in comfort, while maintaining aerodynamics and high speed. After working with several design alternatives, the Comet began to take shape. Its design was indeed distinctive: the four jet engines were embedded in pairs in the wing roots, at the point where they joined the fuselage. From the front, the aircraft looked as though its wings were held in place by the engines.

(*continued*)



FIGURE 7.10 The de Havilland Comet
Source: Heanly Mirrorpix/Newscom

The result of these innovative engineering designs was an aircraft that had remarkable stability in flight, was sleek in appearance, and was very fast.

[illegible] of the Comet's other innovations was the use of pressurized cabins. Earlier aircraft, such as the DC-3, could fly at cruising altitudes of up to 30,000 feet. In its original testing for safety, de Havilland engineers had pressurized the cabin [illegible] pressures recorded [illegible] Consequently, they were confident that the pressurization system would perform well at its lower, standardized settings. Finally, in an effort to add some flair to the design, each window in the passenger cabin was square, rather than the small, round or oval shapes so commonly used.

Knowing that it was facing competition from Boeing Corporation to be first to market with a commercial jet, de Havilland's goal was to introduce its new aircraft as quickly as possible in order to establish the standard for the commercial airline industry. At first it appeared the company had succeeded: BOAC (British Overseas Airways Corporation) ordered several Comets, as did Air France and the British military. De Havilland also received some queries from interested American airline companies, notably Pan American Airlines. It looked as though de Havilland's strategy was working; the company was first to market with a radical new design, using several state-of-the-art technologies. BOAC's first nine Comet 1s entered service with the airline on May 2, 1952. The future looked bright.

Troubles

In early May of 1953, a brand-new Comet operated by BOAC left Calcutta, India, and flew off into the afternoon sky [illegible] miles from Calcutta [illegible] plunged to earth, killing all 43 passengers and crew on board. There had been no indication of problems and [illegible] the pilot [illegible] Investigators from Great Britain and India tended believe the crash came about due to pilot error coupled with weather conditions. Evidence from the wreckage, including the tail section, seemed to indicate that the aircraft had been struck by something heavy, but without any additional information forthcoming, both the authorities and de Havilland engineers laid the blame on external causes.

January 10, 1954 was a mild, clear day in Rome as passengers boarded their BOAC aircraft for the final leg of their flight from Singapore to London. When the airplane reached its cruising altitude and speed, it disintegrated over the Mediterranean Sea, near the island of Elba. Most of the airplane was lost at the bottom of the sea, but amid the flotsam 15 bodies of passengers and crew were recovered. A local physician who examined the remains noted: "They showed no look of terror. Death must have come without warning." As a safety precaution, BOAC instituted a ban on the use of Comets until the airplanes had been thoroughly checked over. Technicians could find nothing wrong with the new

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aircraft and, following recertification, the airplanes were again brought back into service.

Alas, it was too soon. On April 8, only 16 days after the Comet was reintroduced into service, a third aircraft, operated by South African Airways, departed from Rome's Ciampino airport for Cairo, one of the legs of its regular flight from London to Johannesburg. Under perfect flying weather, the airplane rapidly gained its cruising altitude of 26,000 feet and its airspeed of almost 500 miles an hour. Suddenly, the flight radio went silent and failed to answer repeated calls. A search of the ocean off the island of Stromboli, Italy, turned up an oil slick and some debris. Because of the depth of the water and the time necessary to arrive at the crash site, there was little to be found by search crews. Five bodies were all that were recovered this time, though with an eerie similarity to the victims of the second disaster: Facial expressions showed no fear, as though death had come upon them suddenly.

What Went Wrong?

Investigators swarmed over the recovered wreckage of the aircraft and reexamined the pieces from the first Calcutta accident while also conducting underwater searches at the sight of the second crash near the island of Elba. Guided by underwater cameras, investigators could collect sufficient aircraft fragments (in fact, they finally recovered nearly 70% of the airframe) to make some startling discoveries. The foremost finding, from [illegible] appeared that engine failure was not the cause of the accidents. Another finding was equally important: the [illegible] aircraft. This point was important, because it advanced the theory that the problem was one of structural design rather than simple part failure.

Britain's Civil Aviation Board immediately grounded the entire Comet fleet pending extensive reviews and airworthiness certification. For the next five months, the CAB set out on an extensive series of tests to isolate the exact causes of the mysterious crashes. Before testing was complete, one Comet had been tested to destruction, another had its fuel tanks ruptured, more than 70 complete test flights were made in a third, and between 50 and 100 test models were broken up. The results of the extensive tests indicated several structural and design flaws.

Although the aircraft's designers were convinced that the structure would remain sound for 10,000 flight hours before requiring major structural overhauling, simulations showed unmistakable signs of metal fatigue after the equivalent of only 3,000 flight hours. Experts argued that even when fatigue levels were revised downward to less than 3,000 hours, Comets would not be safe beyond 1,000 flying hours, a ludicrously low figure in terms of the amount of use a commercial airliner is expected to receive. In addition, testing of the fuselage offered disturbing indications of the cause of failure. Specifically, cracks began developing in the corners of the cabin windows, and these cracks were exacerbated by repeated pressurization and depressurization of the cabin. The investigators noted that this result was most pronounced along the rivet lines near the fuselage windows.

Testing also demonstrated that the wings had a low resistance to fatigue. At several stages in the tests, serious cracks appeared, starting at the rivet holes near the wheel wells and finally resulting in rivet heads in the top wing surface actually shearing off. Engineers and investigators were finding incontrovertible evidence in the pieces of recovered wreckage that the cause of the sudden disintegration of the aircraft could only have been due to cabin pressure blowout. Engineers suspected that the critical failure of the aircraft occurred following sudden depressurization, when one or more windows were literally blown out of the aircraft. This led to a sudden "gyroscopic moment" as the aircraft nosed down and began its plunge to earth.

Although at the time no one would admit it, the [illegible] two years in which [illegible] than 5,000 passengers on 1 million air miles, the Comet 1 was never to fly again. De Havilland had indeed won the race to be first to market [illegible] but it would be [illegible]

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Questions

1. How could risk management have aided in the development of the Comet?
2. Discuss the various types of risk (technical, financial, commercial, etc.) in relation to the Comet. Develop a qualitative risk matrix for these risk factors and assess them in terms of probability and consequences.
3. Given that a modified version of the Comet (the Comet IV) was used until recently by the British government as an antisubmarine warfare aircraft, it is clear that the design flaws could have been corrected, given enough time. What, then, do you see as de Havilland's critical error in the development of the Comet?
4. Comment on this statement: "Failure is the price we pay for technological advancement."

CASE STUDY 7.2

The Building that Melted Cars

Driving a car in London just got a lot more dangerous. A soon-to-be-completed skyscraper in the downtown area is having an impact that no one could have imagined: it is starting fires and melting cars. The building—designed by internationally renowned architect Rafael Viñoly—is a dramatic edifice with curved exterior walls. Built at 20 Fenchurch Street in London's financial center, the 38-story skyscraper is known locally as "the Walkie-Talkie" for its unusual shape.

But that curvilinear shape is exactly what's causing the problem. The south-facing exterior wall is covered in reflective glass, and because it's concave, it focuses the sun's rays onto a small area, not unlike a magnifying glass directing sunbeams into a superhot pinpoint of light.

The beam caused by the curved skyscraper concentrating the sun's rays was measured at more than 110 degrees Celsius (230 degrees Fahrenheit) in September. So far, the building has been responsible for partially destroying a parked Jaguar XJ luxury car, catching carpets on fire in nearby shops, and shattering slate tiles at local restaurants. This is likely to be a recurring problem for any structure built within range of the powerful reflected light coming from the building.

[illegible] specific time of the year, experts expect the intense light and dangerous heating effect will last about two [illegible] local authorities to block off a limited number of parking spaces that are right in the reflected beam's path. Longer-term solutions are more problematic; the design of the building will not change and of course, the sun's path is not likely to alter in the near future!

Melting cars and causing fires are not the only problems that have been reported because of the unique building design. In fact, it appears that the Walkie-Talkie building has a residual feature—the ability to blow people away. The 37-story building has a downdraft wind problem caused by its shape, and during breezy days, it has almost blown pedestrians into the road and has regularly toppled food carts parked along the street. In fact, this phenomenon has led city planners to revise the guidelines for building design and insist that independent wind studies be conducted on future building projects during their planning phase.

This isn't the first time Viñoly's architecture has been the subject of similar controversy. His Vdara Hotel in Las Vegas has been criticized for directing sunbeams onto the swimming pool deck that are hot enough to melt plastic and singe people's hair. The technical term for the phenomenon is a solar convergence, but the hotspot soon became known as the "Vdara death ray." The Vdara resolved the death ray effect with larger sun umbrellas, but fixing the problem in London might take a lot more work. "There are examples in the past where an architect has had to rebuild the façade," said Philip Oldfield, an expert in tall buildings at the University of Nottingham's Department of Architecture. "If this is serious, then I dread to think how expensive it will be."

Architectural critic Jonathan Glancey says the story is not unprecedented. In 2003, the opening of the Walt Disney Concert Hall in Los Angeles, designed by architect Frank Gehry, had a similar problem. The building is covered in stainless steel panels and includes many graceful, curvy ripples along its surface. Unfortunately, that design also meant that certain angles of the sun shining on the building refocused the sun's rays and caused hotspots on the sidewalk, with reflected temperatures measuring up to 140F (60C).Blinding glare also affected drivers passing the building. After computer models and sensor equipment identified the panels [illegible]

In the case of the London Walkie-Talkie building, developers could employ several possible solutions. [illegible] the reflective coating, which would have the side-effect of reducing the amount of light that could enter the building. A much more expensive solution would be to deliberately misalign the window frames, altering them little more than a millimeter, just enough to offset the solar concentrating effects of the building's windows. Whatever solution the building's owners ultimately adopt, it will prove an expensive solution to an unexpected problem that gives the "Walkie-Talkie" building one more nickname – "the building that melted cars."[18]

Questions

1. Search "London Walkie-Talkie Building" on the internet, then click through pictures of the structure and read some of the articles posted. For example, note that the building won the "Carbuncle Cup" by the Building Design Magazine for "Worst Building of the Year" in 2015. What are some of the reasons the building has been so ridiculed?

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2. What are some of the challenges with assessing risk when constructing a building. In other words, what risks can be assessed up front, and what risks are examples of "unknown-unknowns"?
3. Consider this statement: "With construction, risk is simply the residue of creative designs. You cannot account for it in your plans." Pick either the "pro" or the "con" side of this debate and develop an argument supporting your position. Is risk a natural result of creativity?

CASE STUDY 7.3

Classic Case: Tacoma Narrows Suspension Bridge

The dramatic collapse of the Tacoma Narrows suspension bridge in 1940, barely four months after completion, was a severe blow to the design and construction of large-span bridges. It serves as a landmark failure in engineering history and is, indeed, a featured lesson in most civil engineering programs. The story of the collapse serves as a fascinating account of one important aspect of project failure: engineering's misunderstanding of the effect that a variety of natural forces can have on projects, particularly in the construction industry.

Opening in July 1941, the Tacoma Narrows Bridge was built at a cost of $6.4 million and was largely funded by the federal government's Public Works Administration. The bridge was designed by [illegible] and was built by [illegible] with the Puget Sound Navy Yard at Bremerton.[19] As the third-largest single suspension bridge in the world, it [illegible] and 1000-foot [illegible] the [illegible].

Even before its inauguration and opening, the bridge began exhibiting strange characteristics that were immediately noticeable. For example, the slightest wind could cause the bridge to develop a pronounced longitudinal roll. The bridge would begin to lift at one end and, a wave action would "roll" the length of the bridge. Depending upon the severity of the wind, cameras could detect up to eight separate vertical nodes in its rolling action. Many motorists crossing the bridge complained of acute seasickness brought on by the bridge's rising and falling. So well-known to the locals did the strange weaving motion of the bridge become that they nicknamed the it "Galloping Gertie."

That the bridge was experiencing increasing and unexpected difficulties was clear to all involved in the project. In fact, the weaving motion of Galloping Gertie became so bad as summer moved into fall that heavy steel cables were installed externally to the span in an attempt to reduce it. The first attempt resulted in cables that snapped as they were being put into place. The second attempt, later in the fall, seemed to calm the swaying and oscillating motion of the bridge initially. Unfortunately, the cables would prove to be incapable of forestalling the effects of the dynamic forces (wind) playing on the bridge; they snapped just before the final critical torsional oscillations that led to the bridge's collapse.

On November 7, 1940 a mere four months after the bridge's opening and with winds of 42 miles per hour blowing steadily, the 280-foot main span that had already begun exhibiting a marked flex went into a series of violent vertical and torsional oscillations. Alarmingly, the amplitudes steadily increased, suspen[illegible] began [illegible] come alive, struggling like a bound animal, and was shaking itself apart. Motorists caught on the bridge had [illegible] their [illegible] it, [illegible] either direction, causing the sides of the bridge to rise and fall more than 30 feet—that it was impossible to traverse the bridge on foot.

After a fairly short period of time in which the wave oscillations became incredibly violent, the suspension bridge simply could not resist the pounding and broke apart. Observers stood in shock on either side of the bridge and watched as first large pieces of the roadway, and then entire lengths of the span rained down into the Tacoma Narrows below. Fortunately no human lives were lost, since the bridge had been closed in the nick of time.

The slender 12-meter-wide main deck had been supported by massive 130-meter-high steel towers comprised of 335-foot-long spans. These spans managed to remain intact despite the collapse of the main span. The second bridge (TNB II) would end up making use of these spans when it was rebuilt shortly thereafter, by a new span stiffened with a web truss.

(continued)

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Following the catastrophic failure, a three-person committee was immediately convened to determine the causes of the Tacoma Narrows Bridge collapse. The board consisted of some of the top scientists and engineers in the world at that time: Othmar Ammann, Theodore von Karman, and Glenn Woodruff. While satisfied that the basic design was sound and the suspension bridge had been constructed competently, these experts nevertheless were able to quickly uncover the underlying contributing causes to the bridge collapse:

- **Design features**—The physical construction of the bridge contributed directly to its failure and was a source of continual concern from the time of its completion. Unlike other suspension bridges, one distinguishing feature of the Tacoma Narrows Bridge was its small width-to-length ratio—smaller than any other suspension bridge of its type in the world (although almost one mile in length, the bridge was only constructed to carry a single traffic lane in each direction). That ratio means quite simply that the bridge was incredibly narrow for its long length, a fact that was to contribute hugely to its distinctive oscillating behavior.
- **Building materials**—Another feature of the construction that was to play an important role in its collapse was the substitution of key structural components. The original plans called for the use of [illegible] girders on the bridge sides. Unfortunately, at some point a local construction engineer substituted flat, solid girders that deflected the wind rather than allowing for passage through the structure. What the bridge gained was the wind "like a kite" and adopted a permanent sway. In engineering terms, the flat sides simply would not allow wind to pass through the sides of the bridge, reducing its wind drag. Instead, the solid, flat sides caused the wind to push the bridge sideways until it had swayed enough to "spill" the wind from the vertical plane, much as a sailboat catches and spills wind in its sails.
- **Bridge location**—A final problem with the initial plan lay in the actual location selected for the bridge's construction. Although the investigating committee did not view the physical location of the bridge as contributing to its collapse, the location did play an important secondary role through its effect on wind currents. The topography of the Tacoma Narrows over which the bridge was constructed was particularly prone to high winds due to the narrowing down of the land on either side of the river. The unique characteristics of the land on which the bridge was built virtually doubled the wind velocity and acted as a sort of wind tunnel.

Before this collapse, not much was known about the effects of dynamic loads on structures. It had always been taken for granted in bridge building that static load (downward forces) and the sheer bulk and mass of large trussed steel structures were enough to protect them against possible wind effects. It took this disaster to firmly establish in the minds of design engineers that dynamic, and *not* static, loads are really the critical factor in designing such structures.

The engineering profession took these lessons to heart and set about a radical rethinking of their conventional design practices. The stunning part of this failure was not so much the oscillations, but the spectacular way in which the wave motions along the main span turned into a destructive tossing and turning, which led finally to the climax in which the deck was wrenched out of position. The support cables snapped one at a time, and the bridge began to shed its pieces in larger and larger chunks until the integrity was completely compromised.

Tacoma Narrows Bridge: The Postmortem

Immediately following the bridge's collapse, the investigating board's final report laid the blame squarely on the inadequacy of a design that did not anticipate the dynamic properties of the wind on what had been [illegible] engineering design practice. Although torsional oscillations were well understood and had been experienced early in the bridge's construction, it was not until the bridge experienced added torsional resonance forces that the [illegible] failure became inevitable.

One member of the board investigating the accident, Dr. Theodore von Karman, faced the disbelief of the engineering profession as he pushed for the application of aerodynamics to the science of bridge building. It is in this context that he later wrote his memoirs, in which he described his dilemma in this way: "Bridge engineers, excellent though they were, couldn't see how a science applied to a small unstable thing like an airplane wing could also be applied to a huge, solid, nonflying structure like a bridge."

The lessons from the Tacoma Narrows Bridge collapse are primarily those of ensuring a general awareness of technical limitations in project design. Advances in technology often lead to a willingness to continually push design envelopes in an effort to achieve maximum efficiency. The problem with radical designs, or even with well-known designs used in unfamiliar ways, is that their effect cannot be predicted using familiar formulae. In essence, a willingness to experiment requires

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that designers and engineers begin working to simultaneously develop a new calculus for testing these designs. It is dangerous to assume that a technology that has worked well in one setting will work equally well in another, particularly when other variables in the equation are subject to change.

The Tacoma Narrows Bridge collapse began in high drama and ended in farce. Following the bridge's destruction the state of Washington discovered, when it attempted to collect the $6 million insurance refund on the bridge, that the insurance agent had simply pocketed the state's premium and never bothered obtaining a policy. After all, who ever heard of a bridge the size of the Tacoma Narrows span collapsing? As von Karman wryly noted, "He [the insurance agent] ended up in jail, one of the unluckiest men in the world."[20]

Questions

1. In what ways were the project's planning and scope management appropriate? When did the planners begin taking unknowing or unnecessary risks? Discuss the issue of project constraints and other unique aspects of the bridge in the risk management process. Were these issues taken into consideration? Why or why not?
2. Conduct either a qualitative or quantitative risk assessment on this project. Identify the risk factors that you consider most important for the suspension bridge construction. How would you assess the riskiness of this project? Why?
3. What forms of risk mitigation would you consider appropriate for this project?

Internet Exercises

7.18 Go to www.informationweek.com/whitepaper/Management/ROI-TCO/managing-risk-an-integrated-approac-wp1229549889607?articleID=54000027 and access the article on "Managing Risk: An Integrated Approach." Consider the importance of proactive risk management in light of one of the cases at the end of this chapter. How were these guidelines violated by de Havilland or the Tacoma Narrows Bridge project or both? Go to [illegible] further comments with information culled from the case or from other Web sites.

7.19 FEMA, the Federal Emergency Management Agency, is responsible for [illegible] spending billions of dollars each year. Go to www.fema.gov/government/grant/brm/index.shtm and click on "Risk Management" and "Case Studies" to see examples of projects in which the agency is involved. How does FEMA apply the various mitigation strategies (e.g., accept, minimize, share, and transfer) in its approach to risk management?

7.20 Go to www.mindtools.com/pages/article/newTMC_07.htm and read the article on managing risks. What does the article say about creating a systematic methodology for managing project risks? How does this methodology compare with the qualitative risk assessment approach taken in this chapter? How does it diverge from our approach?

7.21 Using the keyword phrase "cases on project risk management," search the Internet to identify and report on a recent example of a project facing significant risks. What steps did the project organization take to first identify and then mitigate the risk factors in this case?

7.22 Go to www.project-management-podcast.com/index.php/podcast-episodes/episode-details/109-episode-063-how-do-risk-attitudes-affect-your-project to access the podcast on risk attitudes on projects. What does the speaker, Cornelius Fichtner, PMP, suggest about the causes of project failures as they relate to issues of risk management?

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PMP CERTIFICATION SAMPLE QUESTIONS

7.23 The project manager has just met with her team to brainstorm some of the problems that could occur on the upcoming project. Today's session was intended to generate possible issues that could arise and get everyone to start thinking in terms of what they should be looking for once the project [illegible] the risk [illegible] process. Which of the following is the risk [illegible] process?
   a. Risk mitigation
   b. Control and documentation
   c. Risk identification
   d. Analysis of probability and consequence

7.24 Todd is working on resource scheduling in preparation for the start of a project. There is a potential problem in the works, however, as the new collective bargaining agreement with the company's union has not been concluded. Todd decides to continue working on the resource schedule in anticipation of a satisfactory settlement. Todd's approach would be an example of which method for dealing with risk?
   a. Accept it
   b. Minimize it
   c. Transfer it
   d. Share it

7.25 A small manufacturer has won a major contract with the U.S. Army to develop a new generation of satellite phone for battlefield applications. Because of the significant technological challenges involved in this project and the company's own size limitations and lack of experience in dealing with the Army on these kinds of contracts, the company has decided to partner with another firm to collaborate on developing the technology. This decision would be an example of what kind of response to the risk?
   a. Accept it
   b. Minimize it
   c. Transfer it
   d. Share it

7.26 All the following would be considered examples of significant project risks except:
a. Financial risks
b. Technical risks
c. Commercial risks
d. Legal risks
e. All are examples of significant potential project risks

7.27 Suppose your organization used a qualitative risk assessment matrix with three levels each of probability and consequences (high, medium, and low). In evaluating a project's risks, you determine that commercial risks pose a low probability of occurrence but high consequences. On the other hand, legal risks are evaluated as having a high probability of occurrence and medium consequences. If you are interested in prioritizing your risks, which of these should be considered first?
a. Commercial risk
b. Legal risk
c. Both should be considered equally significant
d. Neither is really much of a threat to this project, so it doesn't matter what order you assign them

7.28 Sanjay is managing a multi-million-dollar construction project that is scheduled to take nearly three years to complete. During the planning phase, he discovers a serious threat to the project schedule and budget due to the fact that he is planning to build during monsoon season in a flood area. After evaluating his options, he decides to build earlier in the year to complete critical parts of the project before the possibility of damage from monsoon flooding. This is an example of:
a. Risk avoidance
b. Risk transference
c. Risk mitigation
d. Risk acceptance

7.29 You are managing a project when an unanticipated risk event occurs. You meet with your project team and company experts and figure out a workaround to keep the project on schedule. In what process are you engaged?
a. Quantitative risk analysis
b. Qualitative risk analysis
c. Risk response
d. Control and Documentation

7.30 A probability and impact matrix is useful for:
a. Quantitative risk analysis
b. Qualitative risk analysis
c. Risk Identification
d. Control and Documentation

7.31 A workaround is:
a. A technique for managing conflict
b. A non-critical path (one with extra float) through the network diagram
c. An adjustment to the project budget
d. A response to an unplanned risk event

7.32 A fixed-price contract offers the seller (contractor):
a. A higher risk than the buyer (client)
b. The same risk as that of the buyer (client)
c. A lower risk than the buyer (client)
d. Guaranteed reimbursement of actual costs

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Answers

7.23 c—Brainstorming meetings are usually created as an effective means to get project team members to begin identifying potential risks.

7.24 a—Todd is choosing to accept the risk of potential future problems by continuing to work on his resource schedule in anticipation of positive contract talks.

7.25 d—The firm has decided to share the risk of the new project by partnering with another company.

7.26 e—All are examples of significant potential project risks.

7.27 b—Legal risks would be of higher overall significance (high probability, medium consequence) and so should probably be considered first in a prioritization scheme.

7.28 c—Risk mitigation occurs when you try to make the risk less severe. By accelerating construction, Sanjay hopes to minimize the threat from flooding.

7.29 c—A workaround would be an example of a risk response.

7.30 b—A probability and impact matrix is used for qualitative risk analysis.

7.31 d—workarounds are defined as responses to unplanned risk events.

7.32 a—fixed-price contracts lessen risk for the client because any cost overruns are the responsibility of the seller, or contractor.

INTEGRATED PROJECT

Project Risk Assessment

Conduct a preliminary risk analysis of your project. Use two techniques, one qualitative and one quantitative, in supporting your evaluation of project risk. To do this, you will need to:

- Generate a set of likely risk factors.
- Discuss them in terms of probability and consequences.
- Develop preliminary strategies for risk mitigation.

An effective risk analysis will demonstrate clear understanding of relevant project risks, their potential impact (probability and consequences), and preliminary plans for minimizing the negative effects.

SAMPLE RISK ANALYSIS—ABCUPS, INC.

Among the potential threats or uncertainties contained in this project, the following have been identified:

1. Plant reorganization could take longer than anticipated. Process engineering may be more complicated or unexpected difficulties could arise while the process alterations are underway.
2. A key project team member could be reassigned or no longer able to work on the project. Due to other requirements or top management reshuffling of resources, the project could lose one of its key core team members.
3. The project budget could be cut because of budget cutbacks in other parts of the company. The project budget could be trimmed in the middle of the development cycle.
4. Suppliers might be unable to fulfill contracts. After qualifying vendors and entering contracts with them, it might be discovered that they cannot fulfill their contractual obligations, requiring the project team and organization to rebid contracts or accept lower-quality supplies.
5. New process designs could be found not to be technically feasible. The process engineers might [illegible] [illegible] [illegible]

QUANTITATIVE RISK ASSESSMENT

Probability of Failure

- Maturity (Moderate) = .50
- Complexity (Minor) = .30
- Dependency (Moderate) = .50

Consequences of Failure

- Cost (Significant) = .70
- Schedule (Moderate) = .50
- Reliability (Minor) = .30
- Performance (Moderate) = .50

P_m	P_c	P_d		P_f
.50	.30	.50		.43
C_c	C_s	C_r	C_p	C_f
.70	.50	.30	.50	.50
Risk Factor = (.43) + (.50) − (.43)(.50) = .715 (High Risk)				

Risk Mitigation Strategies

High Risk	Mitigation Strategy
1. Plant reorganization takes longer than anticipated.	1. Develop a comprehensive project tracking program to maintain schedule.
2. Marketing does not approve the prototype cups produced.	2. Maintain close ties to sales department—keep them in the loop throughout project development and quality control cycles.
Moderate Risk	
3. New process designs are found to not be technically feasible.	3. Assign sufficient time for quality assessment during prototype stage.
4. Key project team members become unavailable to work on the project.	4. Develop a staffing contingency plan to identify alternate replacement resources within the organization.
Low Risk	
5. The project budget could be cut.	5. Maintain close contact with top management regarding project status, including earned value and other control documentation.
6. Factory does not pass OSHA inspections.	6. Schedule preliminary inspection midway through project to defuse any concerns.
7. Suppliers are unable to fulfill contracts.	7. Qualify multiple suppliers at prototyping stage.
8. New products do not pass QA assessment testing.	8. Assign team member to work with QA department on interim inspection schedule.
9. Vendors discover our intentions and cut deliveries.	9. Maintain secrecy surrounding project development!

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8

Cost Estimation and Budgeting

Chapter Objectives

After completing this chapter, you should be able to:

- **8.1** Understand the various types of common project costs and key differences between them.
- **8.2** Apply common forms of cost estimation for project work, including ballpark estimates, definitive estimates, parametric estimates, and learning curve.
- **8.3** Apply top-down, bottom-up, activity-based, and time-phased budgeting procedures for cost management.
- **8.4** Recognize the appropriateness of applying contingency funds for cost estimation.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Plan Cost Management (PMBoK sec. 7.1)
2. Estimate Costs (PMBoK sec. 7.2)
3. Determine Budget (PMBoK sec. 7.3)
4. Control Costs (PMBoK sec. 7.4)

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PROJECT PROFILE

Second Avenue Subway Project Underscores Costly Subway Realities

Labeled "a catastrophe of cost control at every level" by the *Wall Street Journal*, the first 1.6 mile segment of the Second Avenue subway line in Manhattan – and the first to open in decades – was celebrated as a feat of engineering and proof of the ability of government to "accomplish big things for the people it serves," according to New York Governor Andrew Cuomo. After ceremonies marking the completion of the opening stretch of the new subway line in late 2016, harsh commentary about the cost of it became louder and harder to ignore. The line, so far consisting of just three stations and two miles of track (from 96th to 72nd Streets), is costing roughly $1.6 billion per kilometer, the most expensive train line ever built. When Phase 2, which extends the line north to Harlem and adds three additional stations, begins construction, it will cost even more: an estimated $2.2 billion per kilometer.

The Second Avenue subway project reinforces an already unenviable record. Researchers studying rail projects examined dozens of projects across 44 countries worldwide and found that the four most expensive rail projects, and six of the top twelve, were American, with the Second Avenue project among them. Is this just a case of government agencies' willingness to spend public money without taking adequate care of how the funds are being used? Is there some other, more institutionally-rooted reason for the high price tag and poor cost control of the Second Avenue subway?

Trying to make sense of the skyrocketing cost of public works rail projects in the United States is complicated, but there are some clear reasons why we continue to see runaway budgets. Among the top five are:

1. Regulatory statues and other hurdles drag out the permitting process and increase costs. Environmental and workplace safety regulations, while important, slow the construction process to a crawl. On the Second Avenue Subway for example, the federal government and New York's Metropolitan Transportation Authority (MTA) fought for more than a year about whether a fire-suppression system met longstanding federal "buy America" requirements. The MTA, through a contractor, had sourced part of its fire-suppression system from Finland. With dozens of Federal and state regulatory commissions holding projects hostage to lengthy approval processes, even the simplest projects can drag along for years before receiving clearance.



FIGURE 8.1 Boring Machines for the Second Avenue Subway Project
Source: Keng Po Leung/123RF.com

2. Infrastructure decisions are usually made at state and local levels, leading to the creation of multiple governing bodies. These bodies, called "pluralistic authorities," must satisfy a wide range of constituent groups, which are often at odds with each other. Political decisions are not like technical choices; they require compromise and occasionally, modifying the project scope to satisfy an intractable demand. All these changes lead to a delayed (and expensive) project.
3. Infrastructure spending is at the mercy of shifting political winds. Generally, only projects started quickly, funded and rapidly spent is to "fix" the project in the public's eye such that new appointees, even if they are opposed to the project, feel that it is impossible to pull the plug once large sums have been spent. The motivation of politicians is to make a big splash, especially by getting their name attached to high-profile projects.
4. Union cost considerations. Unions' motivation to protect their income might be significant. A high level of work involvement throughout the project. To illustrate, the Second Avenue project employed 25 tunnel-boring machine workers for a job that Spain handles with only nine. In New York, because of both state and federal laws, a basic laborer earns $79.63 an hour including benefits; an ironworker earns $96.69. While it can be argued that these are hard jobs and deserve fair compensation, these labor costs (excluding overtime rates) add up fast.
5. The subway stations are overly elaborate. Most of the Second Avenue subway project's costs come from the stations rather than the tunnels, which, though bored deliberately deep underground, did not encounter any serious problems during development. On the other hand, the decision to create stations with high mezzanine ceilings, while lofty and aesthetically pleasing, created a much higher cost than simply adopting the London metro's lower-ceiling approach would have.

Originally conceived in the 1930s to relieve congestion on the current single line subway running through that particular stretch of Manhattan, the first phase of the Second Avenue subway project was welcomed as an acknowledgement of a long-standing need that is finally getting the attention it deserves. In the past quarter century, ridership on the Metro has almost doubled—it's getting close to two billion a year now—while capacity has hardly increased. Transportation commission estimates suggest that New York will need a new subway line every ten years for the next hundred years just to keep up with demand. While the merits of new subway construction are beyond dispute, the costly and often outrageous price tags it brings could cause future generations of New York politicians to weigh seriously the cost to the city and their own reputations of approving additional infrastructure investments.[1]

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Cost Management

LO 8.1 Understand the various types of common project costs and key differences between them.

Cost management is extremely important for running successful projects. The management of costs, in many ways, reflects the project organization's strategic goals, mission statement, and business plan. *Cost management* has been defined to encompass data collection, cost accounting, and cost control,[2] and it involves taking financial-report information and applying it to projects at finite levels of accountability to maintain a clear sense of money management for the project.[3] Cost accounting and cost control serve as the chief mechanisms for identifying and maintaining control over project costs.

Cost estimation is a natural first step in determining whether a project is viable; that is, can the project be done profitably? **Cost estimation** processes create a reasonable budget baseline for the project and identify project resources both human and material, creating a time-phased budget for their involvement in the project. In this way, cost estimation and project budgeting go hand in hand: the estimates of costs for various components of the project are developed into a comprehensive project budgeting document that allows for ongoing project tracking and cost control.

During the development stage of the proposal, the project contractor begins cost estimation by identifying all possible costs associated with the project and building them into the initial proposal. While a simplified model of cost estimation might only require a bottom-line final figure, most customers will wish to see a higher level of detail in how the project has been priced out, that is, an itemization of all relevant costs. For example, a builder could simply submit to a potential home buyer a price sheet that lists only the total cost of building the house, but it is likely that the buyer will ask for some breakdown of the price to identify what costs will be incurred where. Some of the more common sources of project costs include:

1. ***Labor***—Labor costs are those associated with hiring and paying the various personnel involved in developing the project. These costs can become complex, as a project requires the services of various classifications of workers (skilled, semiskilled, laborers) over time. At a minimum, a project cost estimation must consider the personnel to be employed, salary and hourly rates, and any overhead issues, such as pension and health benefits. A project cost estimate of work hours required to complete a project is the key to developing a reasonable initial estimate of personnel costs.
2. ***Materials***—Materials costs apply to the specific equipment and supplies the project team will require to complete project tasks. For building projects, materials costs are quite large and can run the gamut from concrete, siding, insulation, and paint to turbines and wiring. For many other projects, the actual materials costs may be relatively small, for example, the purchase of a software package that allows rapid compiling of computer code. Likewise, many projects in the service industries may involve little or no materials costs whatsoever. Some materials costs can be charged against general company overhead; for example, the use of the firm's mainframe computer may be charged to the project on an "as used" basis.
3. ***Subcontractors***—When subcontractors provide resources (and in the case of consultants, expertise) for the project, their costs must be factored into the preliminary cost estimate for the project and be reflected in its budget. One subcontractor cost, for example, could be a charge to hire a marketing communications professional to design the project's promotional material; another might be costs for an industrial designer to create attractive product packaging.
4. ***Equipment and facilities***—Projects may be developed away from the firm's home office, requiring members of the project team to work offsite. Firms commonly include rental of equipment or office facilities as a charge against the cost of the project. For example, oil companies routinely send four- or five-person site teams to work at the headquarters of major subcontractors for extended periods. The rental of any equipment or facility space becomes a cost against the project.
5. ***Travel***—If necessary, expenses that are related to business travel (car rentals, airfare, hotels, and meals) can be applied to the project as an up-front charge.

Another way to examine project costs is to investigate the nature of the costs themselves. Among the various forms of project costs are those related to type (direct or indirect), frequency of occurrence (recurring or nonrecurring), opportunity to be adjusted (fixed or variable), and schedule (normal or expedited). We will examine each of these types of project costs in turn in this chapter.

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DIRECT VERSUS INDIRECT COSTS

Direct costs are those clearly assigned to the aspect of the project that generated the cost. Labor and materials may be the best examples. All labor costs associated with the workers who build a house are considered direct costs. Some labor costs, however, might not be viewed as direct costs for the project. For example, the costs of support personnel such as the project's cost accountant or other project management resources may not be allocated directly, particularly when their duties consist of servicing or overseeing multiple simultaneous projects. In a nonproject setting such as manufacturing, it is common for workers to be assigned to specific machinery that operates on certain aspects of the fabrication or production process. In this case, labor costs are directly charged against work orders for specific parts or activities.

The formula for determining total direct labor costs for a project is straightforward:

$$\text{Total direct labor costs} = (\text{Direct labor rate})(\text{Total labor hours})$$

The direct costs of materials are likewise relatively easy to calculate, if there is a clear understanding of what materials are necessary to complete the project. For example, the direct costs of building a bridge or hosting a conference dinner for 300 guests can be estimated with fair accuracy. These costs can be applied directly to the project in a systematic way; for example, all project purchase orders (POs) can be recorded upon receipt of bills of materials or sales and applied to the project as a direct cost.

Indirect costs, on the other hand, generally are linked to two features: overhead, and selling and general administration (sometimes simply referred to as G&A Expenses, for "General and Administrative Overhead"). Overhead costs are perhaps the most common form of indirect costs and can be some of the more complex ones to estimate. Overhead costs include all sources of indirect materials, utilities, taxes, insurance, property and repairs, depreciation on equipment, and health and retirement benefits for the labor force. Common costs that fall into the selling and general administration category include advertising, shipping, salaries, sales and secretarial support, sales commissions, and similar costs. Tracing and linking these costs to projects is not nearly as straightforward as applying direct costs, and the procedures used vary by organization. Some organizations charge a flat rate for all overhead costs relative to the direct costs of the project. For example, some [illegible] which charges [illegible] government projects [illegible] and administrative overhead costs. One proposal [illegible] indirect multiplier rates is from 20% to over 50% on top of direct costs. Other firms allocate indirect costs project by project, based on individual analysis. Whichever approach is preferred, it is important [illegible] direct cost estimates [illegible] Finally, we can report the work and project costs to [illegible] schedule and illustrates the final project price, composed of various costs plus expected profit. Note that these costs are deconstructed into direct and indirect (overhead) charges, which are further broken down into individual charges against the project budget. These elements of the budgeted project cost structure will be discussed in more detail in later parts of this chapter, but Figure 8.2 allows us to see how all costs build jointly into a model of project pricing.

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FIGURE 8.2 Project Price Breakdown

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EXAMPLE 8.1 Developing Fully Loaded Labor Costs

Suppose that we are attempting to develop reasonable cost estimation for the use of a senior programmer for a software project. The programmer is paid an annual salary of $75,000, which translates to an hourly rate of approximately $37.50/hour. The programmer's involvement in the new project is expected to be 80 hours over the project's life. Remember, however, that we also need to consider overhead charges. For example, the company pays comprehensive health benefits and retirement, charges the use of plant and equipment against the project, and so forth. To cover these indirect costs, the firm uses an overhead multiplier of 65%. Employing an overhead multiplier is sometimes referred to as the *fully loaded* rate for direct labor costs. Thus, the most accurate calculation of the programmer's charge against the project would look like this:

Hourly rate	×	Hours needed	×	Overhead charge	=	Fully loaded labor cost
($37.50)		(80)		(1.65)		$4,950

Some have argued that a more realistic estimate of fully loaded labor costs for each person assigned to the project would reflect the fact that no one truly works a full 8-hour day as part of the job. An allowance for a reasonable degree of personal time during the workday is simply recognition of the need to make personal calls, have coffee breaks, walk the hallways to the restroom, and so forth. Meredith and Mantel (2003) have argued that if such personal time is not included in the original total labor cost estimate, a multiplier of 1.12 should be used to reflect this charge, increasing the fully loaded labor cost of our senior programmer to:[4]

Hourly rate	×	Hours needed	×	Overhead charge	×	Personal Time	=	Fully loaded labor cost
($37.50)		(80)		(1.65)		(1.12)		$5,544

One other point to consider regarding the use of overhead (indirect costs) involves the way overhead may be differentially applied across job categories. In some firms, for example, a distinction is made between salaried and nonsalaried employees. Thus, two or more levels of overhead percentage may be used, depending on the category of personnel to which the overhead is applied. Suppose that a company applied a lower overhead rate (35%) to hourly workers, reflecting the lesser need for contributions to retirement or health insurance. The calculated fully loaded labor cost for these personnel (even assuming a charge for personal time) would resemble the following:

Hourly rate	×	Hours needed	×	Overhead charge	×	Personal Time	=	Fully loaded labor cost
($12.00)		(80)		(1.35)		(1.12)		$1,451.52

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The decision to include personal time requires input from the project's client. Whichever approach is taken, a preliminary total labor cost budget table can be constructed when the process is completed, as shown in Table 8.1. This table assumes a small project with only five project team personnel, whose direct labor costs are to be charged against the project without a personal time charge included.

RECURRING VERSUS NONRECURRING COSTS

Costs can also be examined in terms of the frequency with which they occur; they can be recurring or nonrecurring. **Nonrecurring costs** might be those associated with charges applied once at the beginning or end of the project, such as preliminary marketing analysis, personnel training, or outplacement services. **Recurring costs** are those that typically continue to operate over the project's life cycle. Most labor, material, logistics, and sales costs are considered recurring because some budgetary charge is applied against them throughout significant portions of the project development cycle. In budget management and cost estimation, it is necessary to highlight recurring versus nonrecurring charges. As we will see, this becomes particularly important as we begin to develop time-phased budgets—those budgets that apply the project's baseline schedule to projected project expenditures.

TABLE 8.1 Preliminary Cost Estimation for Fully Loaded Labor

Personnel	Title	Salary (Hourly)	Hours Needed	Overhead Rate Applied	Fully Loaded Labor Cost
Linda	Lead Architect	$35/hr	250	1.60	$14,000.00
Alex	Drafter—Junior	$20/hr	100	1.60	3,200.00
Jessica	Designer—Intern	$8.50/hr	80	1.30	884.00
Todd	Engineer—Senior	$27.50/hr	160	1.60	7,040.00
Thomas	Foreman	$18.50/hr	150	1.30	3,607.50
Total					$28,731.50

FIXED VERSUS VARIABLE COSTS

An alternative designation for applying project costs is to identify fixed and variable costs in the project budget. **Fixed costs**, as their title suggests, do not vary with respect to their usage.[5] For example, when leasing capital equipment or other project hardware, the leasing price is likely not to go up or down with the amount of usage the equipment receives. Whether a machine is used for 5 hours or 50, the cost of its rental is the same. When entering fixed-rate contracts for equipment, a common decision point for managers is whether the equipment will be used sufficiently to justify its cost. **Variable costs** are those that accelerate or increase through usage; that is, the cost is in direct proportion to the usage level. Suppose, for example, we used an expensive piece of drilling equipment for a mining operation. The equipment degrades significantly because of use in a particularly difficult geographical location. In this case, the variable costs of the machinery are in direct proportion to its use. It is common, in many cases, for projects to have several costs that are based on fixed rates and others that are variable and subject to significant fluctuations either upward or downward.

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NORMAL VERSUS EXPEDITED COSTS

Normal costs are those that are incurred as the project progresses according to the project plan per the original, planned schedule agreed to by all project stakeholders at the beginning of the project. Certainly, this planned schedule may be very aggressive, involving extensive overtime charges to meet the accelerated schedule; nevertheless, these costs are based on the baseline project plan. Expedited costs are unplanned costs incurred when managers attempt to speed up the project completion. For example, suppose the project has fallen behind schedule and the decision is made to "crash" certain project activities in the hopes of regaining lost time. Among the **crashing** costs could be expanded use of overtime, hiring additional temporary workers, contracting with external resources or organizations for support, and incurring higher costs for transportation or logistics in speeding up materials deliveries.

All the previous methods for classifying costs are linked together in Table 8.2.[6] Across the top rows are the various classification schemes, based on cost type, frequency, adjustment, and schedule. The left-side column indicates some examples of costs incurred in developing a project. Here we see how costs typically relate to multiple classification schemes; for example, direct labor is seen as a direct cost which is also recurring, fixed, and normal. A building lease, on the other hand, may be classified as an indirect (or overhead) cost which is recurring, fixed, and normal. In this way, it is possible to apply most project costs to multiple classifications.

Cost Estimation

LO 8.2 Apply common forms of cost estimation for project work, including ballpark estimates, definitive estimates, parametric estimates, and learning curve.

Estimating project costs is a challenging process that can resemble an art form as much as a science. Two important project principles that can almost be called laws are at work in cost estimation. First, the more clearly you define the project's various costs in the beginning, the less chance there is of

TABLE 8.2 Cost Classifications

	Type		Frequency		Adjustment		Schedule	
Costs	Direct	Indirect	Recurring	Nonrecurring	Fixed	Variable	Normal	Expedited
Direct Labor	X		X		X		X	
Building Lease		X	X		X		X	
Expediting Costs	X			X		X		X
Material	X		X			X	X	

making estimating errors. Second, the more accurate your initial cost estimations, the greater the likelihood of preparing a project budget that accurately reflects reality for the project and the greater your chances of completing the project within budget estimates.

One key for developing project cost estimates is to first recognize the need to cost out the project on a disaggregated basis; that is, to break the project down by deliverable and work package as a method for estimating task-level costs. For example, rather than attempt to create a cost estimate for completing a deliverable of four work packages, it is typically more accurate to first identify the costs for completing each work package individually and then create a deliverable cost estimate, as Table 8.3 illustrates.

Companies use several methods to estimate project costs, ranging from the highly technical and quantitative to the more qualitative approaches. Among the more common cost estimation methods are the following:[7]

1. **Ballpark estimates**—Sometimes referred to as *order of magnitude* estimates, ballpark estimates are typically used when either information or time is scarce. Companies often use them as preliminary estimates for [illegible] determining [illegible] competitive bid can be justified. For example, [illegible] project may be in the [illegible] for [illegible] competitive bids on a project, stating a very short deadline. Managers would have little time to make a completely accurate assessment of the firm's qualifications or requirements, but they could still request ballpark estimates from their [illegible] determine if they should [illegible] attempt to bid for the work. [illegible] analysis [illegible] significance of [illegible] ballpark estimates is to aim for an accuracy of ±30%. With such a wide variance, it should be clear that ballpark estimates are not intended to substitute for more informed and detailed cost estimation.
2. **Comparative estimates**—Comparative estimates assume that historical data can be used as a frame of reference for current estimates on similar projects. For example, Boeing Corporation routinely employs a process known as **parametric estimation**, in which managers develop detailed estimates of current projects by taking older work and inserting a multiplier to account for the impact of inflation, labor and materials increases, and other reasonable direct costs. This parametric estimate, when carefully performed, allows Boeing to create highly

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TABLE 8.3 Disaggregating Project Activities to Create Reasonable Cost Estimates

Project Activities	Estimated Cost
Deliverable 1040—Site Preparation	
Work Package 1041—Surveying	$3,000
Work Package 1042—Utility line installation	15,000
Work Package 1043—Site clearing	8,000
Work Package 1044—Debris removal	3,500
Total cost for Deliverable 1040	$29,500

accurate estimates when costing out the work and preparing detailed budgets for new aircraft development projects. Even in cases where the technology is new or represents a significant upgrade over old technologies, it is often possible to gain valuable insight into the probable costs of development based on historical examples.

Boeing is not the only firm that has successfully employed parametric cost estimation. Figure 8.3 shows a data graph of the parametric estimation relating to development of the Concorde aircraft in the 1960s. The Concorde represented such a unique and innovative airframe design that it was difficult to estimate the amount of design time required to complete the schematics for the airplane. However, using parametric estimation and based on experiences with other recently developed aircraft, a linear relationship was discovered between the number of fully staffed weeks (Concorde referred to this time as "manweeks") needed to design the aircraft and its projected cruising speed. That is, the figure demonstrated a direct relationship between the cruising speed of the aircraft and the amount of design time necessary to complete the schematics. Using these values, it was possible to make a reasonably accurate cost projection of the expected budget for design, demonstrating that despite significant changes in airplane design over the past decades, the relationship between cruising speed and design effort had held remarkably steady.

A similar form of cost estimation using past projects as a basis for projecting costs of a current undertaking is referred to as **analogous** estimation. Analogous estimation, from the root word "analogy," is used when there is limited information available about the current project being planned. Therefore, the project manager and her team will use a similar, past project as the basis for estimating the costs of the new one. This approach uses a combination of historical information and expert opinion and is considered a "top-down" method for cost

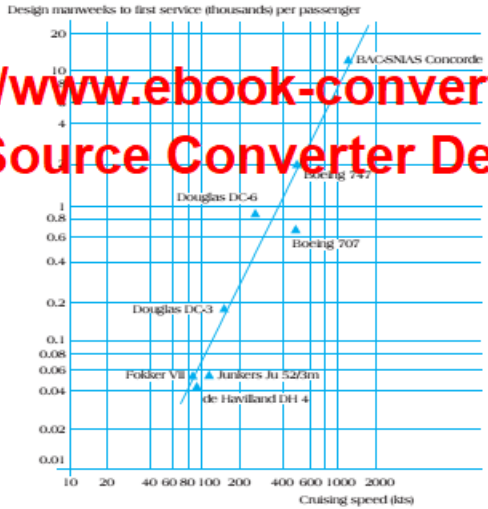


FIGURE 8.3 **Parametric Estimate for Design Costs for Concorde**

Note: Plot of design effort versus cruising speed for significant commercial aircraft types.

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estimation, in which a senior manager takes responsibility for assigning the costs. For example, if a similar project completed within the past year cost $74,500, the analogous estimation approach would simply assign an expected cost of $74,500 to the new project. Research suggests that analogous estimation, though simple to apply, is not as accurate as other comparative methods such as parametric estimation and is best used for simple projects with modest budgets or projects that are like other recently completed projects.

Effective comparative estimates depend upon some important supplementary sources, including a history of similar projects and a detailed archive of project data that includes technical, budgetary, and other cost information. Adjusting costs to account for inflation simply becomes a necessary step in the process. The key to making comparative estimates meaningful lies in the comparability to previous project work. It makes little sense to compare direct labor costs for two projects when the original was done in a foreign country with different wage rates, overhead requirements, and so forth. Although some argue that comparative cost estimation cannot achieve a degree of accuracy closer than ±15%, in some circumstances the estimate may be much more accurate and useful than that figure indicates.

3. **Feasibility estimates**—These estimates are based on real numbers or figures derived after the completion of the preliminary project design work. Following initial scope development, it is possible to request quotes from suppliers and other subcontractors with more confidence, particularly as it is common to engage in some general scheduling processes to begin to determine the working project baseline. Feasibility estimates are routinely used for construction projects, where there are published materials cost tables that can give reasonably accurate cost estimates for a wide range of project activities based on an estimate of the quantities involved. Because they are developed farther down the life cycle, feasibility estimates are often expressed in terms of a degree of accuracy of ±10%.
4. **Definitive estimates**—These estimates can be given only upon the completion of most design work, at a point when the scope and capabilities of the project are quite well understood. At this point all major purchase orders have been submitted based on known prices and availabilities, there is little or no wiggle room in the project's specifications, and the steps to project completion have been identified and a comprehensive project plan put in place. Because it is understood that cost estimation should naturally improve with time as more information becomes available, definitive estimates [illegible] should accurately reflect the expected cost of the project, barring unforeseen circumstances, at completion. Hence, definitive estimates can be expected to have an accuracy of ±5%. We saw in previous chapters that some projects may offer very thin profit margins; for example, in the case of fixed-cost contracts the project organization assumes a great risk for completing the project per originally agreed-upon contract terms. Thus, the better the job we do in estimating costs, the more likely we will be to maintain the profit margin contracted.

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Which cost estimation approach should a project organization employ? The answer to this question presupposes knowledge of the firm's industry (e.g., software development vs. construction), ability to account for and manage most project cost variables, the firm's history of successful project management, the number of similar projects the firm has completed in the past, the knowledge and resourcefulness of project managers, and the company's budgeting requirements. In some instances, (e.g., extremely innovative research and development projects), it may be impossible to create cost estimates with more than a ±20% degree of accuracy. On the other hand, in some projects such as events management (e.g., managing a conference and banquet), it may be reasonable to prepare definitive budgets quite early in the project. For example, while cost estimation can involve significant calculations and some amount of guesswork for certain types of projects, in other cases, project managers and cost estimators can calculate project costs with a much greater degree of accuracy. Many construction projects, particularly in standard residential and commercial building, employ estimates based on relatively stable historical data that makes it much easier to determine costs with good accuracy. To illustrate, Internet sites such as RSMeans.com, developed by Reed Construction Data, or CostDataOnLine.com include building cost calculators that can predict construction costs (including assumptions about labor rates, cost of living adjustments for location, square footage, type of building) with a reasonable degree of accuracy (see Figure 8.4).

The key to cost estimation lies in a realistic appraisal of the type of project one is undertaking, the speed with which various cost estimates must be created, and the comfort level top management has with cost estimation error. If the information is available, it is reasonable to expect the project



FIGURE 8.4 Sample Cost Estimator Using RSMeans.com Web Site

Source: Copyright RSMeans 2017- RSMeans Square Foot Estimator https://www.rsmeansonline.com/SquareFoot Estimate/Index/

team to provide as accurate a cost estimate as possible, as early in the project as possible. Figure 8.5 shows a sample project cost estimation form.

LEARNING CURVES IN COST ESTIMATION

Cost estimation, particularly for labor hours, often takes as its assumption a steady or uniform rate at which work is done. In the case of having to perform multiple activities, the amount of time necessary to complete the first activity is not significantly different from the time necessary to complete the *n*th activity. For example, in software development, it may be considered standard practice to estimate each activity cost independently of other, related activities with which the programmer is involved. Therefore, in the case of a programmer required to complete four work assignments, each involving similar but different coding activities, many cost estimators will simply apply a direct, multiplicative rule-of-thumb estimate:

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$$\underset{(\$8{,}000)}{\text{Cost of activity}} \times \underset{(4)}{\text{activity is repeated}} = \underset{\$32{,}000}{\text{Total cost estimate}}$$

Now we can take the [illegible] coding [illegible] for [illegible] approximately $8,000 of work, we can create a more formal direct cost budget line for this resource. Assuming an overhead rate of .60 and a cost per hour for the programmer's services of $35/hour, we can come up with a direct billing charge of:

$$\underset{(\$35/\text{hr})}{\text{Wage}} \times \underset{(4\text{ iterations})}{\text{Unit}} \times \underset{(1.60)}{\text{Overhead Rate}} \times \underset{(40\text{ hours})}{\text{Hours/Unit}} = \$8{,}960$$

Although this rule of thumb is simple, it may also be simplistic. For example, is it reasonable to suppose that in performing similar activities, the time necessary to do a coding routine the fourth time will take as long as it took to do it the first time? Or is it more reasonable to suppose that the time needed (and hence, cost) of the fourth iteration should be somewhat shorter than the earlier times?

These questions go to the heart of a discussion of how **learning curves** affect project cost estimation.[8] In short, experience and common sense teach us that repetition of activities often leads to reduction in the time necessary to complete the activity over time. Some research, in fact, supports the idea that performance improves by a fixed percentage each time production doubles.[9]

Let us assume, for example, that the time necessary to code a software routine is estimated at 20 hours of work for the first iteration. Doing the coding work a second time requires only 15 hours. The difference between the first and second iteration suggests a learning rate of .75 (15/20). We can now apply that figure to estimates of cost for additional coding iterations. When output is doubled from the first two routines to the required four, the time needed to complete the fourth unit is now estimated to take:

$$15 \text{ hrs. } (.75) = 11.25 \text{ hours}$$

ESTIMATE AND QUOTATION SHEET				
Project No.	Description:		Type No.	
Work Package No.	Task No.		Estimate No.	
Work Package Description:		Task Description:		
Internal Labor				
Skill	Category	Rate	Hours	Cost
Senior Test Engineer	TE4	18.50	40	$ 740.00
Test Engineer	TE3	14.00	80	1,120.00
Fitter	PF4	13.30	30	399.00
Drafter	DR2	15.00	15	225.00
Drawing Checker	DR3	16.50	3	49.50
Subtotal, Hours, and Costs			168	$2,533.50
Labor Contingency (10%)			17	254.00
Total Labor, Hours and Costs			185	$2,787.50
Overhead (80%)				2,230.00
Gross Labor Cost				$5,017.50
Bought-Out Costs				
Materials (Specify): Bolts plus cleating material				$ 20.00
Finished Goods (Specify): N/A				
Services and Facilities: Hire test house; instrumentation plus report				12,300.00
Subcontract Manufacture (Specify): Fixture and bolt modification				250.00
[illegible]				$12,570.00
Contingency (15%)				1,885.50
Total Bought-Out Costs				$14,455.50
[illegible]				
Specify: On-site accommodation plus travelling				$ 340.00
Total Bought-Out Costs and Expenses				$14,795.50
Profit %: N/A				
Total Quoted Sum: Gross Labor Plus Bought-Out Costs and Expenses				$19,813.00
Compiled by:				
Approved:			Date	

FIGURE 8.5 Sample Project Activity Cost Estimating Sheet

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These time and cost estimates follow a well-defined formula,[10] which shows the time required to produce the steady state unit of output and is represented as:

$$Y_x = aX^b$$

where

Y_x = the time required for the steady state, x, unit of output
a = the time required for the initial unit of output
X = the number of units to be produced to reach the steady state
b = the slope of the learning curve, represented as: log decimal learning rate/log 2

Assume the need to conduct a project cost estimation in the case of construction, where one resource will be tasked to perform multiple iterations of a similar nature (e.g., fitting, riveting, and squaring). The worker must do a total of 15 of these activities to reach the steady state. Also, assume that the time estimated to perform the last iteration (the steady state) is 1 hour, and we know from past experience the learning rate for this highly repetitive activity is .60. In calculating the time necessary to complete the first activity, we would apply these values to the formula to determine the value of a, the time needed to complete the task the first time:

$$\begin{aligned} b &= \log 0.60/\log 2 \\ &= -0.2219/0.31 \\ &= -0.737 \\ 1 \text{ hr.} &= a(15)^{-0.737} \\ a &= 7.358 \text{ hours} \end{aligned}$$

Note that the difference between the first and fifteenth iteration of this activity represents a change in duration estimation (and therefore, cost) from over 7 hours for the first time the task is performed to 1 hour for the steady state. The difference this learning curve factor makes in project cost estimates can be significant, particularly when a project involves many instances of repetitive work or large "production runs" of similar activities.

EXAMPLE 8.2 Learning Curve Estimates

Let's return to the earlier example where we are trying to determine the true cost for the senior programmer's time. Recall that the first, linear estimate, in which no allowance was made for the learning curve effect, was found to be:

($35/hr)(4 iterations)(1.60)(40 hours) = $8,960

Now we can apply some additional information to this cost estimate in the form of better knowledge of the learning curve. Suppose, for example, that the programmer's learning rate for coding is found to be .90. The steady state time to code the sequence is 40 hours. Our estimate of the time needed for the first coding iteration is:

$$\begin{aligned} b &= \log 0.90/\log 2 \\ &= -0.0458/0.301 \\ &= -0.1521 \\ 40 \text{ hrs.} &= a(4)^{-0.1521} \\ a &= 49.39 \text{ hours} \end{aligned}$$

Thus, the first unit would take 9.39 hours longer than the steady state 40 hours. For this programming example, we can determine the appropriate unit and total time multipliers for the calculated initial unit time by consulting tables of learning curve coefficients (multipliers) derived from the formula with $a = 1$. We can also calculate unit and total time multipliers by identifying the unit time multipliers from 1 to 3 units of production (coding sequences) with a learning rate of .90. We use the units 1 to 3 because we assume that by the fourth iteration, the programmer has reached the steady state time of 40 hours. Based on $a = 1$, the unit time learning curve coefficients are $1^{-0.5121} = 1$, $2^{-0.1521} = 0.90$, and $3^{-0.1521} = .846$, for a total time multiplier of 2.746. Therefore, the time needed to code the first three sequences is:

Total time multiplier (2.746)	×	Time required for initial unit (49.39)	=	Total time to program first three sequences 135.62 hours

Because the steady state time of 40 hours occurs for the final coding iteration, total coding time required for all four sequences is given as:

$$135.62 + 40 = 175.62$$

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The more accurate direct labor cost for the coding activities is:

$$\underset{(\$35/\text{hr})}{\text{Wage}} \times \underset{(1.60)}{\text{Overhead Rate}} \times \underset{(175.62\ \text{hours})}{\text{Total Hours}} = \$9{,}834.72$$

Compare this figure to the original value of $8,960 we had calculated the first time, which understated the programming cost by $874.72. The second figure, which includes an allowance for learning curve effects, represents a more realistic estimate of the time and cost required for the programmer to complete the project activities.

In some industries, it is actually possible to chart the cost of repetitive activities to accurately adjust cost estimation for learning curves. Note the curve relating time (or cost) against activity repetition shown in Figure 8.6.[11] The learning curve effect here shows savings in time as a function of the sheer repetition of activities found in many projects. Some operations management books offer tables that show the total time multiplier based on the learning rate values multiplied by the number of repetitive iterations of an activity.[12] Using these multipliers, the savings in revising cost estimates downward to account for learning curve effects can be significant. However, there is one important caveat: learning curve effects may occur differentially across projects. That is, projects with redundant work may allow for the use of learning curve multipliers, while other projects with more varied work will not. Likewise, it may be more likely to see learning curve effects apply in greater proportion to projects in some industries (say, for example, construction) than in others (such as research and development). Ultimately, project budgets must be adjusted for activities in which learning curve effects are likely to occur, and these effects must be factored into activity cost estimates.

Increasingly, project contracts are coming to reflect the impact of learning curves for repetitive operations. For example, in the automotive industry, the manufacturer of hydraulic cylinders may be given a contract for the first year to provide cylinders at a price of $24 each. Each year thereafter, the cost of the cylinder sold to the automobile maker is priced at $1 less per year under the assumption that learning curves will allow the cylinder manufacturer to produce the product at a steadily lower cost. Thus, learning curves are factored into the value of long-term contracts.[13]

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Software Project Cost Estimation and Learning Curves

Evidence from Chapter 1 and Box 8.1 (Software Cost Estimation) highlights the difficulties in developing realistic estimates for large-scale software projects. The track record is not encouraging, since more than 50% of software projects are subject to substantial time and cost overruns. Studies by Capers Jones

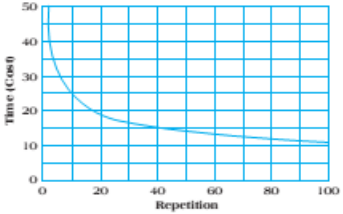


FIGURE 8.6 Unit Learning Curve Log-Linear Model

Source: J. P. Amor and C. J. Teplitz. (1998). "An efficient approximation for project composite learning curves," *Project Management Journal, 29*(3), pp. 28–42, figure on page 36. Copyright © 1998 by Project Management Institute Publications. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

Note: Graph on arithmetic coordinates.

amounts. One of the reasons is simply due to the nature of uncertainty in these projects. We can make estimates of cost, but without a clear sense of the nature of the software, the size of the program, and its functionality, these are often just best guesses and are quickly found to be inadequate.

Function point analysis is a system for estimating the size of software projects based on what the software does. To build any system, you need time to create files that hold information and interfaces to other screens (files and interfaces). You also need to create input screens (inputs), enquiry screens (queries), and reports (outputs). If you count all the files, interfaces, inputs, queries, and outputs, you can begin estimating the amount of work to be undertaken. The measure then relates directly to the business requirements that the software is intended to address. It can therefore be readily applied across a wide range of development environments and throughout the life of a development project, from early requirements definition to full operational use.

BOX 8.1

Project Management Research in Brief

Software Cost Estimation

The software project industry has developed a notorious reputation when it comes to project performance. Past research by the Standish Group[14] found that for large companies, less than 9% of IT projects are completed on schedule and at budget. Over 50% of these projects will cost 189% of their original budget, while the average schedule overrun is 202%. A recent study of 5,400 IT projects conducted by McKinsey and Company and Oxford University found that on average, large IT projects run 45% over budget and 7% over time while delivering 56% less value than predicted. In fact, 17% of IT projects are such a disaster that they can threaten the very existence of the company.[15] Clearly, from both cost and schedule estimation perspectives, the industry is frustrated by unrealistic expectations. Despite recent improvements in software development cost, schedule, and effort estimation, due to using Constructive Cost Estimating models (COCOMO II), which are now required by several branches of the federal government when bidding software contracts, our lack of ability to accurately predict software project costs remains a serious concern.[16]

A book by Steven McConnell, president of Construx Software,[17] sheds light on some of the key reasons why software projects suffer from such a poor track record. Among his findings is a common failure to budget adequate time and funding for project activities that are likely to vary dramatically depending upon the size of the project. He distinguished among six software project activities: (1) architecture, (2) detailed design, (3) coding and debugging, (4) developer testing, (5) integration, and (6) system testing. McConnell [illegible] projects [illegible] three [illegible] design, coding, and debugging [illegible] (4) developer testing, (5) integration, and (6) system testing. He [illegible] the [illegible] proportion of these activities to the overall project cost dropped dramatically. Projects of over 128,000 lines of code required significantly more attention to be paid to the other three activities: architecture, integration, and system testing (about 60% of total effort). [illegible] the budget be allocated to software architecture and testing, relative to the actual cost of construction (design, coding, and unit testing).

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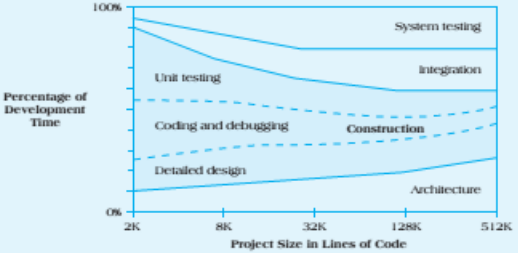


FIGURE 8.7 **Software Project Development Activities as a Function of Size**

Source: From *Code Complete*, 2d ed. (Microsoft Press, 2004), by Steve McConnell. Used with permission of the author.

Simply stated, **function points** are standard units of measurement that represent the functional size of a software application. In the same way that a house is measured by the square feet it provides, the size of an application can be measured by the number of function points it delivers to the users of the application. As part of that explanation, it is critically important to recognize that the size of the application being measured is based on the *user's view* of the system. It is based on what the user asked for, not what is delivered. Further, it is based on the way the user interacts with the system, including the screens that the user accesses to enter input, and the reports the user receives as output.

We know that it takes different amounts of time to build different functions; for example, it may take twice as long to build an interface table as an input table. Once we have a general sense of the relative times for each of the functions of the system, we must consider additional factors to weight these estimates. These factor weightings are based on *technical complexity* and *environmental complexity*. Technical complexity assesses the sophistication of the application to be built. Are we developing a complex model to determine the multiple paths of geosynchronous orbiting satellites, or are we simply creating a database of customer names and addresses? Environmental complexity considers the nature of the setting in which the system is designed to work. Will it support a single user on one PC or a wide-area network? What computer language will the application be written in? A relatively streamlined and commonplace language such as Visual Basic requires less work than a more complex language and consequently, we would assume that programmers could be more productive (generate more function points). These function points are adjusted for such complexity factors and then summed to determine a reasonable cost estimate for developing the software system.

Let's take a simple example. Suppose a local restaurant commissioned our firm to develop a replenishment and ordering system to ensure that minimum levels of foods and beverages are always maintained. The restaurant wants the application to have a reasonable number of input screens, output screens, a small number of query options and interfaces, but large and detailed report generation capabilities. Further, we know from past experience that one programmer working for one month (a "person-month") at our firm can generate an average of 10 function points. Finally, based on our company's past history, we have a set of average system technical and environmental complexity weightings that we can apply across all functions (see Table 8.4). For example, we know that a [illegible] function in the application typically with high complexity [illegible] approximately three times more complicated (and requires more effort) than one with low complexity.

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With this information, we can apply the specific system requirements from the client to construct a function point estimate for the project. Suppose we determined from our interviews with the restaurant owners that the system will require [illegible] inputs (medium), outputs (low), interfaces (low), queries (medium), and files (low). Further, we know that the clients require the following numbers of each function: input screens (15), output screens (20), interfaces (3), queries (6), and report files (40). We can combine this information with our historic weightings for complexity to create Table 8.5.

Table 8.5 shows the results of combining our estimates for complexity of various programming functions with the requirements of the client for system features, including numbers of screens and other elements for each function. The result is our estimate that the project will require

TABLE 8.4 Complexity Weighting Table for Function Point Analysis

	Complexity Weighting			
Function	**Low**	**Medium**	**High**	**Total**
Number of Inputs	2 × _____ =	4 × _____ =	6 × _____ =	
Number of Outputs	4 × _____ =	6 × _____ =	10 × _____ =	
Number of Interfaces	3 × _____ =	7 × _____ =	12 × _____ =	
Number of Queries	5 × _____ =	10 × _____ =	15 × _____ =	
Number of Files	2 × _____ =	4 × _____ =	8 × _____ =	

TABLE 8.5 Function Point Calculations for Restaurant Reorder System

	Complexity Weighting			
Function	**Low**	**Medium**	**High**	**Total**
Number of Inputs		4 × 15 =		60
Number of Outputs			10 × 20 =	200
Number of Interfaces	3 × 3 =			9
Number of Queries		10 × 6 =		60
Number of Files	2 × 40 =			80
Total				409

approximately 409 function points. We know that our organization estimates that each resource can perform 10 function points each "person-month." Therefore, we calculate the expected number of person-months to complete this job as 409/10 = 40.1. If we assigned only four programmers to this job, it would take approximately 10 months to complete. On the other hand, by assigning our entire staff of 10 programmers, we would expect to complete the job in just over four months. Cost estimation using this information is straightforward: if our average resource cost per programmer is $5,000/month, we multiply this figure by 40.1 to determine that our estimated cost for completing the job is $200,500.

Function point analysis is not an exact science. Complexity determinations are based on historical estimates that can change over time and so must be continuously updated. Further, they may not be comparable across organizations with differing estimation procedures and standards for technical complexity. Nevertheless, function point analysis does give organizations a useful system for developing cost estimates for software projects, a historically difficult class of projects to estimate with any accuracy.[18]

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PROBLEMS WITH COST ESTIMATION

Despite project management's best efforts, a variety of issues affect our ability to produce reasonable and accurate project cost estimates. Highly innovative projects that are operationally different from anything in the past, such as Sydney's Opera House, are notorious for their cost overruns. Surprisingly, however, even projects that are traditionally viewed as highly structured, such as construction projects, can be susceptible to ruinously expensive cost overruns. Among the more common reasons for cost overruns are:[19]

1. ***Low initial estimates***—Caused by misperception of the scope of the project to be undertaken, low initial estimates are a double-edged sword. In proposing the low estimates at the start of a project, management is often setting themselves up to fail to live up to the budget constraints they have imposed. Hence, low estimates, which may be created either willingly (in the belief that top management will not fund a project that is too expensive) or unwillingly (through simple error or neglect), almost always guarantee cost overrun. Part of the reason why initial estimates may be low can be the failure to consider the project in relation to other organizational activities. If we simply cost-out various project activities without considering other organizational activities, we can be led to assume that a project team member can perform the activity in an unrealistic amount of time. (See Chapter 11 on critical chain project scheduling.)

   Low estimates may also be the result of a corporate culture that rewards underestimation. For example, in some organizations it is widely understood that cost overruns will not derail a project manager's career nearly as quickly as technical flaws. Therefore, it is common for project managers to drastically underestimate project costs to get their project funded, continually apply for supplemental funding as the project continues, and eventually turn in a product with huge cost overruns. Political considerations also can cause project teams or top management to view a project through rose-colored glasses, minimizing initial cost estimates, particularly if they run contrary to hoped-for results. The Denver International Airport

represents a good example of a community ignoring warning signs of overly optimistic cost estimates in the interest of completing the project. The resulting cost overruns have been enormous.

2. ***Unexpected technical difficulties***—A common problem with estimating the costs associated with many project activities is to assume that technical problems will be minimal. That is, the cost estimate may seem to suggest that "All other things being equal, this task should cost $XX." Of course, all other things are rarely equal. An estimate, to be meaningful, must take a hard look at the potential for technical problems, start-up delays, and other technical risks. It is a fact that new technologies, innovative procedures, and engineering advances are routinely accompanied by failures of design, testing, and application. Sometimes the impact of these difficulties is the loss of significant money; other times the losses are more tragic, including loss of life. The Boeing V-22 Osprey transport aircraft, for example, employs a radical "tilt-rotor" technology that was developed for use by the U.S. Marines and Navy. Prototype testing identified design flaws that contributed to the deaths of test pilots in early models of these aircraft.
3. ***Lack of definition***—The result of poor initial scope development is often the creation of projects with poorly defined features, goals, or even purpose (see Chapter 5 on scope management). This lack of a clear view of the project can quickly spill over into poorly-realized cost estimates and inevitable cost overruns. It is important to recognize that the process of cost estimation and project budgeting must follow a comprehensive scope statement and work breakdown structure. When the first steps are done poorly, they effectively render futile any attempt at reasonable estimation of project costs.
4. ***Specification changes***—One of the banes of project management cost estimation and control is the midcourse specifications changes (sometimes referred to as "scope creep") that many projects are so prone to. Information technology projects, for example, are often riddled with requests for additional features, serious modifications, and updated processes—all while the project's activities are still in development. In the face of serious changes to project scope or specification, it is no wonder that many projects routinely overrun their initial cost estimates. In fact, with many firms initial cost estimates may be essentially meaningless, particularly when the company has a well-earned reputation for making midcourse adjustments to scope.
5. ***External forces***—Sometimes cost overruns in projects can result from external forces affecting project cost estimates, sometimes seriously. For example, in the face of a financial crisis or an unexpected worldwide shortage of a raw material, cost estimates that were made without taking such concerns into account are quickly moot. To cite one example in the early part of this decade, China and India's aggressive modernization and industrialization efforts created what was a weak American dollar had been driving the price of crude oil to near-record highs. Because crude oil is benchmarked against the U.S. dollar, which is currently being kept weak by the Federal Reserve, it was taking more dollars to purchase oil. Further, Chinese and Indian demand for oil had led to higher international prices. A project that requires significant supplies of crude oil would have had to be recalculated upward due to the significant increase in the cost of this critical resource. Other common external effects can occur in the case of political considerations shaping the course that a project is expected to follow. This phenomenon is often found in government projects, particularly military acquisition contracts, which have a history of cost overruns, governmental intervention in the form of oversight committees, multiple constituents, and numerous midcourse change requests.

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BOX 8.2

Project Management Research in Brief

"Delusion and Deception" Taking Place in Large Infrastructure Projects

This should be the golden age of infrastructure projects. A recent issue of *The Economist* reported that an estimated $22 trillion is to be invested in these projects over the next 10 years, making spending on infrastructure "the biggest investment boom in history." Because of this long-term commitment to large infrastructure improvements, coupled with the enormous costs of successfully completing these projects, it is critical that the governments and their agents responsible for designing and managing them get things right. In other words, too much is at stake to mismanage these projects.

Unfortunately, as previous examples in this chapter make clear, private organizations as well as the public sector have terrible performance records when it comes to successfully managing and delivering on their large infrastructure cost and performance targets. Examples such as the Sydney Opera House (original projected cost of 7 million Australian dollars; final cost of 102 million), the Eurotunnel (final costs more than double the original projections), and the Boston "Big Dig" (original estimated cost of $2.5 billion; final cost of nearly $15 billion) continue to be the rule rather than the exception when it comes to infrastructure project performance. The long list of incredibly overrun projects begs some simple questions: What is going on here? Why are we routinely so bad at cost estimation? What factors are causing us to continually miss our targets when it comes to estimating project costs?

Professor Bent Flyvbjerg, a project management researcher at Oxford University, and several of his colleagues have studied the track records of large infrastructure projects over the years and have arrived at some startling conclusions about the causes of their runaway costs. In most cases, they found, the causes come from one of three sources—over-optimism bias, deliberate deception, or simple bad luck.

1. **Optimism bias**—Flyvbjerg's work showed that executives commonly fall victim to delusions when it comes to projects, something he refers to as the "planning fallacy." Under the planning fallacy, managers routinely minimize problems and make their decisions based on delusional optimism—underestimating costs and obstacles, involuntarily spinning scenarios for success, and assuming best-case options and outcomes. Optimism bias leads project managers and top executives to err on the side of underestimation of costs and time for project activities even in the face of previous evidence or past experiences. In short, we tend to develop overly positive scenarios of schedule and cost for projects and make forecasts that reflect these delusions.
2. **Deliberate deception**—Large capital investment projects often require complex layers of decision making to get them approved. For example, governments must work with private contractors and other agents who are responsible for making initial cost projections. Flyvbjerg found that some opportunities to inappropriately bias the project (deception) occur when a project's stakeholders all hold different incentives for the project. For example, the construction consortium wants the project, the government wants to provide for taxpayers and voters, bankers want to secure long-term investments, and so on. Under this situation, contractors may feel an incentive to provide estimates that are deliberately undervalued to secure the contract. They know that "true" cost estimates could scare off their public partners, so they adopt a policy of deliberate deception to win the contract, knowing that once the government is committed it is extremely difficult for them to change their minds, even in the face of a series of expanding cost estimates. In short, their goal is to get the project contracts signed; once the project is "on the books," it tends to stay there.

   Government representatives themselves can play a role in deception when it comes to "green-lighting" expensive projects. They may do this from a variety of motives, including altruism, reasoning that full disclosure of a project's costs will alienate the public regardless of how much societal good may come from it, or their motives may be more self-serving. For example, the Willy Brandt International Airport in Berlin was scheduled to open in 2010. With a cost that has ballooned to over $7 billion and no fixed opening date in sight, it has been described as a [illegible] Many political leaders [illegible] projects started, they artificially calculate down the real costs to get permission from parliament or other committees in charge."[20]
3. **Bad luck**—A final reason for escalating project costs is simple bad luck. Bad luck implies that despite sound estimates, due [illegible] severely cripple its delivery. Though there is no doubt that bad luck does sometimes occur, Flyvbjerg warns that it is usually a handy excuse to attribute project problems to "bad luck" when the reality is that overruns and schedule slippage are typically caused by much more foreseeable reasons, as previously suggested.

The research on serious project overruns and their causes offers some important insight into reasons why we keep missing our targets for critical projects. It also suggests additional effects that are equally important. Underestimating costs and overestimating benefits from any project leads to two problems. First, we opt to begin many projects that are not (and never were) economically viable. Second, starting these projects means we are effectively ignoring alternatives that could have yielded higher returns had we made a better initial analysis. Ultimately, the common complaint about large infrastructure projects ("Over budget, over time, over and over again") is one for which most organizations have no one to blame but themselves.[21]

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Creating a Project Budget

LO 8.3 Apply top-down, bottom-up, activity-based, and time-phased budgeting procedures for cost management.

The process of developing a project budget is an interesting mix of estimation, analysis, intuition, and repetitive work. The central goal of a budget is the need to support rather than conflict with the project's and the organization's goals. The **project budget** is a plan that identifies the allocated resources, the project's goals, and the schedule that allows an organization to achieve those goals. Effective budgeting always seeks to integrate corporate-level goals with department-specific

objectives, short-term requirements with long-term plans, and broader, strategic missions with concise, needs-based issues. Useful budgets evolve through intensive communication with all concerned parties and are compiled from multiple data sources. Perhaps most importantly, the project budget and project schedule must be created in tandem, since the budget effectively determines whether project milestones can be achieved.

As one of the cornerstones of project planning, the project budget must be coordinated with project activities defined in the Work Breakdown Structure (see Chapter 5). As Figure 8.8 suggests, the WBS sets the stage for creating the project schedule; the project budget subsequently assigns the necessary resources to support that schedule.

Several important issues go into the creation of the project budget, including the process by which the project team and the organization gather data for cost estimates, budget projections, cash flow income and expenses, and expected revenue streams. The methods for data gathering and allocation can vary widely across organizations; some project firms rely on the straight, linear allocation of income and expenses without allowing for time, while others use more sophisticated systems. The ways in which cost data are collected and interpreted mainly depend upon whether the firm employs a top-down or a bottom-up budgeting procedure. These approaches involve radically different methods for collecting relevant project budget information, and can potentially lead to very different results.

TOP-DOWN BUDGETING

Top-down budgeting requires direct input from the organization's top management. In essence, this approach seeks to first ascertain the opinions and experiences of top management regarding estimated project costs. The assumption is that senior management is experienced with past projects and is able to provide accurate feedback and estimates of costs for future project ventures. They take the first stab at estimating both the overall costs of a project and its major work packages. These projections are then passed down the hierarchy to the next functional department levels where additional, more specific information is collected. At each step down the hierarchy, the project is broken into more detailed pieces, until project personnel who will be performing the work ultimately provide input on specific costs on a task-by-task basis.

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Proponents of this approach appreciate its relative speed, simplicity, and efficiency. [illegible] top and lower levels [illegible] be cost-aware. Critics of top-down budgeting argue that when top management establishes an overall budget at the start, they are in essence driving a stake into the ground and saying, "This is all we are willing to spend." Thus, all successive levels of the budgeting process must make their work fit the budget. Project managers and their teams often complain that they are not consulted enough in the budgeting process. Naturally, each group of managers at different functional levels will seek to divide up the budget pie in what has become a zero-sum game—the more budget money engineering receives, the less there is for procurement to use.

On the positive side, research suggests that top management estimates of project costs are often quite accurate, at least in the aggregate.[22] Using this figure as a basis for drilling down to assign costs to work packages and individual tasks brings an important sense of budgetary discipline and cost control. For example, a building contractor about to enter a contract to develop a convention center is often knowledgeable enough to judge the construction costs with reasonable accuracy, given sufficient information about the building's features, its location, and any known building impediments or worksite constraints. All subcontractors and project team members must then develop their own budgets based on the overall, top-down contract.



FIGURE 8.8 The Relationship Among WBS, Scheduling, and Budgeting

BOTTOM-UP BUDGETING

Bottom-up budgeting takes a completely different approach than that pursued by top-down methods. The **bottom-up budgeting** approach begins inductively from the work breakdown structure to apply direct and indirect costs to project activities. The sums of the total costs associated with each activity are then aggregated, first to the work package level, then at the deliverable level, at which point all task budgets are combined. Then the sum of the work package budgets is aggregated to create the overall project budget.

In this budgeting approach, each project manager is required to prepare a project budget that identifies project activities and specifies funds requested to support these tasks. Using these first-level budget requests, functional managers develop their own carefully documented budgets, taking into consideration both the requirements of the firms' projects and their own departmental needs. This information is finally passed along to top managers, who merge and streamline to eliminate overlap or double counting. They are then responsible for creating the final master budget for the organization.

Bottom-up budgeting emphasizes the need to create detailed project plans, particularly Work Breakdown Structures, as a first step for budget allocations. It also facilitates coordination between the project managers and functional department heads and, because it emphasizes the unique creation of budgets for each project, it allows top managers a clear view for prioritization among projects competing for resources. On the other hand, a disadvantage of bottom-up budgeting is that it reduces top management's control of the budget process to one of oversight rather than direct initiation, which may lead to significant differences between their strategic concerns and the operational-level activities in the organization. Also, the fine-tuning that often accompanies bottom-up budgeting can be time-consuming as top managers adjust and lower-level managers resubmit their numbers until an acceptable budget is achieved.

ACTIVITY-BASED COSTING

Most project budgets use some form of activity-based costing. **Activity-based costing (ABC)** is a budgeting method that assigns costs first to activities and then to the projects based on each project's use of resources. Remember that project activities are any discrete task that the project team undertakes to fulfill the project goals. Activity-based costing is unique, based on the notion that projects consume activities and activities consume resources.[2]

Activity-based costing consists of four steps:

1. Identify the activities that consume resources on a project. Typically, as is done in bottom-up budgeting, these activities are the work packages.
2. Identify the cost drivers associated with the activity. Resources in the form of project personnel and materials are key cost drivers.
3. Compute a cost rate per cost driver unit or transaction. Labor, for example, is commonly simply the cost of labor per hour, given as:

$$\text{Cost rate/unit} \longrightarrow \$\text{Cost/hour}$$

4. Assign costs to projects by multiplying the cost driver rate times the volume of cost driver units consumed by the project. For example, assume the cost of a senior software programmer

TABLE 8.6 Sample Project Budget

Activity	Direct Costs	Budget Overhead	Total Cost
Survey	3,500	500	4,000
Design	7,000	1,000	8,000
Clear Site	3,500	500	4,000
Foundation	6,750	750	7,500
Framing	8,000	2,000	10,000
Plumb and Wire	3,750	1,250	5,000

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TABLE 8.7 Sample Budget Tracking Planned and Actual Activity Costs

Activity	Planned	Budget Actual	Variance
Survey	4,000	4,250	250
Design	8,000	8,000	- 0 -
Clear Site	4,000	3,500	(500)
Foundation	7,500	8,500	1,000
Framing	10,000	11,250	1,250
Plumb and Wire	5,000	5,150	150
Total	38,500	40,650	2,150

is $40/hour and that she is to work on the project for a total of 80 hours. The cost to the project would be:

$$(\$40/\text{hr})(80 \text{ hours}) = \$3,200.00$$

As we discussed earlier in this chapter, numerous sources of project costs (cost drivers) apply to both the direct and the indirect costs of a project. Activity-based costing, a technique employed within most project budgets, requires the early identification of these variables to create a meaningful control document.

Table 8.6 demonstrates part of a project budget. The purpose of the preliminary budget is to identify the direct costs and those that apply to overhead expenses. It is sometimes necessary to further break down overhead costs to account for separate budget lines. The overhead figure of $500 for *Survey*, for example, may include expenses covering health insurance, retirement contributions, and other forms of overhead, which would be broken out in a more detailed project budget.

Table 8.7 shows a budget in which the total planned expenses given in Table 8.6 are compared against actual accrued project expenses. With periodic updating, this budget can be used for [illegible] both [illegible] assigned to each activity, and the actual cost of completing those tasks. This method offers a central location for the tabulation of all relevant project cost data and allows for the preliminary development of variance reports. On the other hand, this type of budget is a static budget document that [illegible] the project [illegible] the [illegible] are planned [illegible] the [illegible] sequencing.

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Table 8.8 shows a sample from a time-phased budget, in which the total budget for each project activity is disaggregated across the schedule when its work is planned. The **time-phased budget** allocates costs across both project activities and the anticipated time in which the budget is to be expended. It allows the project team to match its schedule baseline with a budget baseline, identifying milestones for both schedule performance and project expense. As we will see in Chapter

TABLE 8.8 Example of a Time-Phased Budget

	Months					
Activity	January	February	March	April	May	Total by Activity
Survey	4,000					4,000
Design		5,000	3,000			8,000
Clear Site		4,000				4,000
Foundation			7,500			7,500
Framing				8,000	2,000	10,000
Plumb and Wire				1,000	4,000	5,000
Monthly Planned	4,000	9,000	10,500	9,000	6,000	
Cumulative	4,000	13,000	23,500	32,500	38,500	38,500

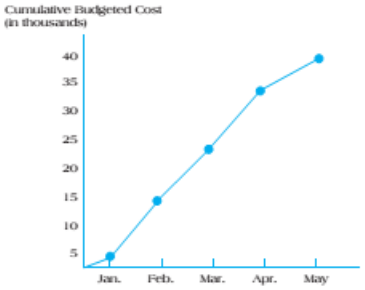


FIGURE 8.9 Cumulative Budgeted Cost of the Project

13, the creation of a time-phased budget works in tandem with more sophisticated project control techniques, such as earned value management.

We can produce a tracking chart that illustrates the expected budget expenditures for this project by plotting the cumulative budgeted cost of the project against the baseline schedule. Figure 8.9 is a simple graphic of the plot and is another method for identifying the project baseline for schedule and budget over the anticipated life of the project.

Developing Budget Contingencies

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Budget contingencies symbolize the recognition that project cost estimates are just that: estimates. Unforeseen events often conspire to render initial project budgets inaccurate, or even useless. (Supporters of traditional budgeting and budget control systems argue that the problem is not with budgeting per se, but rather that inadequate budgeting systems do not adequately account for substantive problems or groundwork. Even in circumstances in which project unknowns are kept to a minimum, there is simply no such thing as a project developed with the luxury of full knowledge of events. A **budget contingency** is the allocation of extra funds to cover these uncertainties and improve the chances that the project can be completed within the time frame originally specified. Contingency money is typically added to the project's budget following the identification of all project costs; that is, the project budget does not include contingency as part of the activity-based costing process. Rather, the contingency is calculated as an extra cushion on top of the calculated cost of the project.

There are several reasons why it may make good sense to include contingency funding in project cost estimates. Many of these reasons point to the underlying uncertainty that accompanies most project cost estimation:[24]

1. ***Project scope is subject to change.*** Many projects aim at moving targets. That is, the project scope may seem well articulated and locked in, but as the project moves through its development cycle, external events or environmental changes often force us to modify or upgrade a project's goals. For example, suppose that our organization set out to develop an electronics product for the commercial music market only to discover, halfway through development, that technological advances had rendered our original product obsolete. One option, other than abandoning the project, might be to engineer a product design upgrade midstream in the project's development. Those scope changes will cause potentially expensive cost readjustments.
2. ***Murphy's Law is always present.*** Murphy's Law suggests that if something can go wrong, it often will. Budget contingency represents one important method for anticipating the likelihood

of problems occurring during the project life cycle. Thus, contingency planning just makes prudent sense.

3. ***Cost estimation must anticipate interaction costs.*** It is common to budget project activities as independent operations. Thus, in a product development project, we develop a discrete budget for each work package under product design, engineering, machining, and so forth. However, this approach fails to recognize the often "interactive" nature of these activities. For example, suppose that the engineering phase requires a series of iterative cycles to occur between the designers and the engineers. As a series of designs are created, they are forwarded to the engineering section for proofing and quality assessment. When problems are encountered, they must be shipped back to design to be corrected. Coordinating the several cycles of design and rework as a product moves through these two phases is often not accounted for in a standard project budget. Hence, contingency budgets allow for the likely rework cycles that link project activities interactively.
4. ***Normal conditions are rarely encountered.*** Project cost estimates usually anticipate "normal conditions." However, many projects are conducted under anything but normal working conditions. Some of the ways in which the normal conditions assumption is routinely violated include the availability of resources and the nature of environmental effects. Cost estimators assume that resources required for the project will be available when needed; however, personnel may be missing, raw materials may be of poor quality, promised funding may not materialize, and so forth. When resources are missing or limited, the activities that depend upon their availability are often delayed, leading to extra costs. Likewise, the geography and environmental effects on some projects demonstrate the difficulty in creating a "normal" project situation. For example, a project manager was assigned to develop a power plant in the West Bengal province of India only to discover, upon arrival, that the project was set to begin at the same time that the annual torrential monsoon rains were due to arrive! His first project activity, after reaching the construction site, was to spend three weeks erecting a five-foot retaining wall and coffer dam around the site to ensure it would not flood. Of course, the cost of this necessary construction had not been factored into his initial budget.

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While project teams naturally favor contingencies as a buffer for project cost control, their [illegible] particularly [illegible] of contingency funds. Some of these problems are [illegible] have been [illegible] poor funding [illegible] part of the project. Others [illegible] to what seems an arbitrary process for calculating contingency. For example, it is common in the building industry to apply a contingency rate of 10%–15% to [illegible] structure prior to architectural [illegible] building budget [illegible] design [illegible] million dollars [illegible] in escrow according [illegible] unforeseen difficulties during the construction and is not applied to the operating budget. Finally, does the contingency fund apply equally across all project work packages or should it be held in reserve to support critical activities as needed? Where or across what project activities contingency funds should be applied is the final point of contention. Despite these drawbacks, there are several benefits to the use of contingency funding for projects, including:

1. It recognizes that the future contains unknowns, and the problems that do arise are likely to have a direct effect on the project budget. In providing contingency, the project allows for the negative effects of both time and money variance.
2. Provision is made in the company plans for an increase in project cost. Contingency has sometimes been called the first project fire alarm. Allowing contingency funds to be applied to a project is a preliminary step in gaining approval for budget increases, should they become necessary.
3. Application to the contingency fund gives an early warning signal of a potential overdrawn budget. In the event of such signals, the organization's top management needs to take a serious look at the project and the reasons for its budget variance, and begin formulating fallback plans should the contingency prove to be insufficient to cover the project overspend. In large defense-industry contracts, for example, project organizations facing budget overruns often first apply any contingency money they possess to the project before approaching the governmental agency for additional funding. An Army project contract manager will understandably demand full accounting of project expenditures, including contingency funds, before considering additional funding.

Project cost estimation and budgeting are two important components of project control. Because a significant constraint on any project is its budget, the way we estimate project costs and create realistic budgets is critical to effective project planning. Further, the best defense against overrunning our budgets is to prepare project cost estimates as carefully as possible. Although we cannot possibly anticipate every eventuality, the more care that is used in initial estimation, the greater the likelihood that we can create a budget that is a reasonably accurate reflection of the true project cost. Cost estimation challenges us to develop reasonable assumptions and expectations for project costs through clearly articulating the way we arrive at our estimates. Budgeting is the best method for applying project expenditures systematically, with an eye toward keeping project costs in line with initial estimates. Taken together, cost estimation and budgeting require every project manager to become comfortable with not only the technical challenges of the project, but its monetary constraints as well.

Summary

8.1 ***Understand the various types of common project costs and the key differences between them.*** Project budgeting comprises two distinct elements: cost estimation and the budgeting process itself. Among the well-known expenses in most projects are:

a. ***Cost of labor***—the charge against the human resources needed to complete the project.
b. ***Cost of materials***—costs relating to any specific equipment or supplies needed for project development.
c. ***Subcontractors***—charges against the project budget for the use of consultants or other subcontracted work.
d. ***Cost of equipment and facilities***—the costs of any [illegible] either [illegible] for the duration of the project.
e. ***Travel***—a sometimes necessary charge for the expense of having project team members in the [illegible]

8.2 ***Recognize the difference between various forms of project costs.*** The types of costs that a project can incur can be identified in several ways. Among the more common types of costs are:

- ***Direct versus indirect***—Direct costs are those that can be directly assigned to specific project activities performed to create the project. Indirect costs relate to general company overhead expenses or administration. For example, overhead expenses charged to a project may include health benefits or retirement contributions. General administration includes shipping costs, secretarial or computer support, sales commissions, and so on.
- ***Recurring versus nonrecurring***—Recurring costs are ongoing expenses such as labor or material costs. They appear across the project's life cycle. Nonrecurring costs are typically one-time expenses related to some special expense or purchase, such as training or purchase of a building.
- ***Fixed versus variable***—Fixed costs do not vary with respect to their usage. Variable costs generally increase in proportion to the degree they are used.
- ***Normal versus expedited***—Normal costs are the normally-scheduled costs of the project, set in relation to the schedule baseline. Expedited costs are sometimes referred to as "crashing costs" and increase due to the extra resources assigned to speed the completion of a specific project activity.

8.3 ***Apply common forms of cost estimation for project work, including ballpark estimates, definitive estimates, parametric estimates, and learning curve.*** Cost estimating may follow one of several approaches, usually increasing in accuracy as estimates coincide more closely with the completion of project design work. Preliminary estimates for task completion, sometimes called "ballpark estimates," may be accurate only to ± 30%. On the other hand, as the project gets closer to the completion of the design phase, it is more realistic to expect [illegible] definitive estimates [illegible]. One method for cost estimation is using parametric techniques, which compare current project activities to the cost of past, similar activities and then assign a multiplier that considers inflation or other additional cost increases.

Parametric cost estimation allows project managers to develop detailed estimates of current project costs by taking older work and inserting a multiplier to account for the impact of inflation, labor and materials increases, and other reasonable direct costs. Parametric estimation allows project managers to begin formulating cost estimates from a position of past historical record, which can be very helpful in complex projects for which it is difficult to formulate reasonable estimates.

One element in project cost estimation that cannot be ignored is the effect of learning rates on an individual's ability to perform a project task. Learning curve effects typically are relevant only in cases where a project team member is required to perform multiple iterations of a task. When these situations occur, it is usually easier and faster to complete the *n*th iteration than it was to complete the first, due to

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the effect of learning on repetitive activities. Using available formulas, we can readjust cost estimates for some project activities to reflect the effect of the learning curve on the cost of an activity.

8.4 ***Apply top-down, bottom-up, activity-based, and time-phased budgeting procedures for cost management.*** Project budgeting involves the process of taking the individual activity cost estimates and creating a working document for planned project expenditures. Two approaches to budgeting involve the use of top-down and bottom-up efforts to better identify costs and allocate project budget money. Using activity-based budgeting techniques, project teams typically first identify the activities that consume resources and assign costs to them. Second, they determine the cost drivers associated with the activities (usually human resources and materials costs), and third, a cost rate per cost driver is then computed. Activity-based budgeting allows for the creation of project budgets with specific budget lines for each task necessary to complete the project.

- Taking activity-based budgeting one step further, we can create time-phased budgets when the specific activity costs are then allocated across the project schedule baseline to reflect the points on the project time line when the budget will be consumed. Using a time-phased budget approach allows the project team to link time and cost into a unified baseline that can be set to serve as the project plan. Project cost control, as the project moves forward, is predicated on creating the time-phased budget.

8.5 ***Recognize the appropriateness of applying contingency funds for cost estimation.*** In some projects, it is necessary for a variety of reasons to set aside a certain amount of the project budget into an account to handle any uncertainties or unexpected events that could not have been anticipated in the initial cost estimation and budgeting sequence. This account is referred to as a project contingency fund. In many types of projects, particularly construction projects, a contingency fund is a normal part of the project budget. Contingency is not assigned to any specific project activities; rather, it is used as a general project-level emergency fund to handle the costs associated with problems, should any arise.

Key Terms

Activity-based costing (ABC) *(p. 296)*
Analogous estimates *(p. 281)*
Ballpark estimates *(p. 280)*
Bottom-up budgeting *(p. 295)*
Budget contingency *(p. 295)*
Comparative estimates *(p. 280)*
Cost estimate *(p. 276)*
Crashing *(p. 279)*
Definitive estimates *(p. 282)*
Direct costs *(p. 277)*
Expected activity cost *(p. 297)*
Feasibility estimates *(p. 282)*
Fixed costs *(p. 279)*
Function point analysis *(p. 287)*
Functional estimates *(p. 278)*
Indirect costs *(p. 277)*
Learning curves *(p. 283)*
Nonrecurring costs *(p. 278)*
Parametric estimates *(p. 279)*
Parametric estimation *(p. 280)*
Project budget *(p. 291)*
Recurring costs *(p. 278)*
Time-phased budget *(p. 294)*
Top-down budgeting *(p. 292)*
Variable cost *(p. 279)*

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Solved Problems

8.1 CALCULATING FULLY LOADED LABOR COSTS

Calculate the fully loaded cost of labor for the project team using the following data. What are the costs for the individual project team members? What is the fully loaded cost of labor?

Name	Hours Needed	Overhead Charge	Personal Time Rate	Hourly Rate	Fully Loaded Labor Cost
John	40	1.80	1.12	$21/hr	
Bill	40	1.80	1.12	$40/hr	
J.P.	60	1.35	1.05	$10/hr	
Sonny	25	1.80	1.12	$32/hr	
Total Fully Loaded Labor Cost =					

SOLUTION We use the formula for calculating fully loaded costs, given as:

Hourly rate × Hours needed × Overhead charge × Personal time = Total fully loaded labor cost

Applying each rate given above in turn, we fill in the fully loaded cost table as follows:

Name	Hours Needed	Overhead Charge	Personal Time Rate	Hourly Rate	Fully Loaded Labor Cost
John	40	1.80	1.12	$21/hr	$1,693.44
Bill	40	1.80	1.12	$40/hr	3,225.60
J.P.	60	1.35	1.05	$10/hr	850.50
Sonny	25	1.80	1.12	$32/hr	1,612.80
Total Fully Loaded Labor Cost =					$7,382.34

8.2 ESTIMATING SOFTWARE COSTS WITH FUNCTION POINTS

Suppose you were required to create a reasonably detailed estimate for developing a new student information and admissions system at a local college. Your firm's programmers average 6 function points on a person-month basis. After speaking with representatives from the college, you know that their request is based on the following screen requirements: inputs (4), outputs (7), interfaces (12), queries (20), and files (16). Further, we have determined that the relative complexity of each of these functions is as follows: inputs (low), outputs (medium), interfaces (high), queries (medium), and files (medium). Using this information and the following table, calculate the number of function points for this project.

	Complexity Weighting			
Function	Low	Medium	High	Total
Number of Inputs	3 × _____ =	6 × _____ =	9 × _____ =	
Number of Outputs	2 × _____ =	6 × _____ =	10 × _____ =	
Number of Interfaces	1 × _____ =	3 × _____ =	5 × _____ =	
Number of Queries	4 × _____ =	8 × _____ =	12 × _____ =	
Number of Files	4 × _____ =	6 × _____ =	8 × _____ =	

SOLUTION Once we know the number of requirements for each of the five programmer functions and the complexity weighting for the activities, the calculation of total function points requires that we create a table as follows, in which the relative complexity of the five programming functions is multiplied by the number of screen requirements. The table shows that the total number of function points for this project is 370.

	Complexity Weighting			
Function	Low	Medium	High	Total
Number of Inputs	3 × **4** =			12
Number of Outputs		6 × **7** =		42
Number of Interfaces			5 × **20** =	100
Number of Queries		8 × **20** =		160
Number of Files		6 × **16** =		96

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8.3 ESTIMATING BUSINESS ANALYSIS WORK USING THE LEARNING CURVE

Assume you have a software project that will require the coding services of a senior programmer to complete 14 coding sequences that are relatively similar. We know that the programmer's learning rate is .90 and that the first coding sequence is likely to take her 15 hours to complete. Using the learning curve formula, calculate the steady state time to code these sequences.

SOLUTION Recall that the learning curve formula for calculating the time required to produce the steady state unit of output is represented as:

$$Y_x = aX^b$$

where

Y_x = the time required for the steady state, x, unit of output
a = the time required for the initial unit of output
X = the number of units to be produced to reach the steady state
b = the slope of the learning curve, represented as: log decimal learning rate/log 2

$$b = \log 0.90/\log 2$$
$$= -0.4576/0.301$$
$$= -0.1521$$
$$Y_x = 15(14)^{-0.1521}$$
$$Y_x = 10.04 \text{ hours}$$

Discussion Questions

8.1 Describe an environment in which it would be common to bid for contracts with low profit margins. What does this environment suggest about the competition levels?

8.2 How has the global economy affected the importance of cost estimation and cost control for many project organizations?

8.3 Why is cost estimation such an important component of project planning? Discuss how it links together with the Work Breakdown Structure and the project schedule.

8.4 Imagine you are developing a software package for your company's intranet. Give examples of the various types of costs (labor, materials, equipment and facilities, subcontractors, etc.) and how they would apply to your project.

8.5 Give reasons both in favor of and against the use of a personal time charge as a cost estimate for a project activity.

8.6 Think of an example of parametric estimating in your personal experience, such as the use of a cost multiplier based on a similar, past cost. Did parametric estimating work or not? Discuss the reasons why.

8.7 Suppose your organization used function point analysis to estimate costs for software projects. How would the expertise level of a recently hired programmer affect your calculation of their function points on a monthly basis when compared to an older, more experienced programmer?

8.8 Put yourself in the position of a project customer. Would you insist on the cost adjustments associated with learning curve effects or not? Under what circumstances would learning curve costs be appropriately budgeted into a project?

8.9 Consider the common problems with project cost estimation and recall a project with which you have been involved. Which of these common problems did you encounter most often? Why?

8.10 Would you prefer the use of bottom-up or top-down budgeting for project cost control? What are the advantages and disadvantages associated with each approach?

8.11 Why do project teams create time-phased budgets? What are their principal strengths?

8.12 Project contingency can be applied to projects for a variety of reasons. List three of the key reasons why a project organization should consider the application of budget contingency.

Problems

8.13 Calculate the fully loaded cost of labor for a project team member using the following data:

Hourly rate:	$17.50/hr
Hours needed:	200
Overhead rate:	35%

8.14 Calculate the fully loaded cost of labor for a project team member using the following data:

Hourly rate:	$32/hr
Hours needed:	120
Overhead rate:	60%

8.15 Calculate the fully loaded cost of labor for your Project Engineer using the following data:

Hourly rate:	$40/hr
Estimated hours of work:	120
Overhead rate:	65%
Personal time:	15%

8.16 Calculate the fully loaded cost of labor for the project team using the following data. What are the costs for the individual project team members? What is the fully loaded cost of labor?

Name	Hours Needed	Overhead Charge	Personal Time Rate	Hourly Rate	Fully Loaded Labor Cost
Sandy	60	1.35	1.12	$18/hr	
Chuck	80	1.75	1.12	$31/hr	
Bob	80	1.35	- 0 -	$9/hr	
Penny	40	1.75	1.12	$30/hr	
Total Fully Loaded Labor Cost =					

8.17 Assume that overhead is charged on a flat-rate basis. Each member of the project is assigned an overhead charge of $150/week. What would the fully loaded cost of labor be for each employee, given the data provided to you above for 200 hours at $10.50/hour?

8.18 Calculate the fully loaded labor costs for members of your project team using the following data. Who is the most expensive member of your team? What proportion of the overall fully loaded cost of labor is taken up by this individual?

Name	Hours Needed	Overhead Charge	Personal Time Rate	Hourly Rate	Fully Loaded Labor Cost
Todd	200	1.55	1.15	$32/hr	
Stan	200	1.75	- 0 -	$15/hr	
Mary	150	1.55	- 0 -	$24.5/hr	
Alice	80	1.75	1.15	$30/hr	
Total Fully Loaded Labor Cost =					

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8.19 Using the following information about work package budgets, complete the overall time-phased budget for your project. (All cost figures are in $000s). Which are the weeks with the greatest budget expense?

Table for Problem 8.19

Task	Budget	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8
A	5	3	2						
B	8	1	4	3	1				
C	12		2	7	3				
D	7			3	3	1			
E	14				5	5	2	2	
F	6						1	2	3
Plan	52	4	8						
Cumulative		4	12						

8.20 Given the following information, complete a time-phased budget for your project. (All cost figures are in $000s). What are weekly planned and cumulative costs for the project?

Table for Problem 8.20

Work Package Cost per Week

Work Package	Budget	Week 1	Week 2	Week 3	Week 4	Week 5
Staffing	9	7	2			
Blueprinting	16	4	10	2		
Prototype	12			9	3	
Part Design	20			4	12	4
Plan						
Cumulative						

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For Problems 8.21 through 8.23, refer to the following chart of learning curve coefficients (unit and total time multipliers).

The simplified formula for calculating learning rate time using the table coefficients is given as:

$$T_N = T_1 C$$

where

T_N = Time needed to produce the nth unit

T_1 = Time needed to produce the first unit

C = Learning curve coefficient

8.21 It took MegaTech, Inc., 100,000 labor-hours to produce the first of several oil-drilling rigs for Antarctic exploration. Your company, Natural Resources, Inc., has agreed to purchase the fifth (steady state) oil-drilling rig from MegaTech's manufacturing yard. Assume that MegaTech experiences a learning rate of 80%. At a labor rate of $35 per hour, what should you, as the purchasing agent, expect to pay for the fifth unit?

8.22 Problem 8.21 identified how long it should take to complete the fifth oil-drilling platform that Natural Resources plans to purchase. How long should all five oil-drilling rigs take to complete?

8.23 Suppose that you are assigning costs to a major project to be undertaken this year by your firm, DynoSoft Applications. One coding process involves many labor-hours, but highly redundant work. You anticipate a total of 200,000 labor-hours to complete the first iteration of the coding and a learning curve rate of 70%. You are attempting to estimate the cost of the twentieth (steady state) iteration of this coding sequence. Based on this information and a $60 per hour labor rate, what would you expect to budget as the cost of the twentieth iteration? The fortieth iteration?

Learning Curve Coefficients (Unit Time and Total Time Multipliers)

Steady State Unit	70%		75%		80%		85%	
	Unit Time	Total Time	Unit Time	Total Time	Unit Time	Total Time	Unit Time	Total Time
5	.437	3.195	.513	3.459	.596	3.738	.686	4.031
10	.306	4.932	.385	5.589	.477	6.315	.583	7.116
15	.248	6.274	.325	7.319	.418	8.511	.530	9.861
20	.214	7.407	.288	8.828	.381	10.485	.495	12.402
25	.191	8.404	.263	10.191	.355	12.309	.470	14.801
30	.174	9.305	.244	11.446	.335	14.020	.450	17.091
35	.160	10.133	.229	12.618	.318	15.643	.434	19.294
40	.150	10.902	.216	13.723	.305	17.193	.421	21.425

Based on $a = 1$.

8.24 Assume you are a project cost engineer calculating the cost of a repetitive activity for your project. There are a total of 20 iterations of this activity required for the project. The project activity takes 2.5 hours at its steady state rate and the learning rate is 75%. Calculate the initial output time for the first unit produced, using the learning curve formula:

$$Y_x = aX^b$$

where

Y_x = the time required for the steady state, x, unit of output

a = the time required for the initial unit of output

X = the number of units to be produced to reach the steady state

b = the slope of the learning curve, represented as a log

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8.25 As the manager of the IT group at your insurance firm, you have been asked to develop a cost estimate for upgrades to the computerized accident-reporting and claims adjustment system you have in place. Your system is basic, without many features, but it needs some general modifications based on complaints from customers and claims adjusters at your firm. You know that your programmer is capable of handling 3 function points in a person-month and your programmer makes $60,000, so her cost is $5,000 per month. The costs for the project are based on the following requirements:

Function	Number of Screens	Complexity
[illegible]	[illegible]	Medium
Outputs	4	Low
Interfaces	7	Medium
Queries	7	High
Files	[illegible]	Low

The complexity weighting for these functions follows a standard formula:

Function	Complexity Weighting: Low	Medium	High	Total
Number of Inputs	1 × _____ =	2 × _____ =	3 × _____ =	
Number of Outputs	2 × _____ =	6 × _____ =	10 × _____ =	
Number of Interfaces	10 × _____ =	15 × _____ =	20 × _____ =	
Number of Queries	3 × _____ =	6 × _____ =	9 × _____ =	
Number of Files	1 × _____ =	3 × _____ =	5 × _____ =	

Calculate the total estimated number of function points for this project.
What is the total expected cost of the project?

8.26 You work at a regional health care center and have been asked to calculate the expected cost for a software project in your organization. You know that historically, your programmers have been able to handle 5 function points each person-month and that the cost per programmer in your company is $4,000 per month. The project whose costs you are estimating is based on the following requirements:

Function	Number of Screens	Complexity
Input	8	Low
Output	6	Low
Interfaces	15	High
Queries	5	High
Files	25	Medium

Further, you know that the complexity weighting for these functions follows a standard internal formula, shown as:

a. Calculate the total estimated number of function points for this project.
b. Calculate the total expected cost of the project.

	Complexity Weighting			
Function	Low	Medium	High	Total
Number of Inputs	2 × _____ =	4 × _____ =	6 × _____ =	
Number of Outputs	3 × _____ =	6 × _____ =	12 × _____ =	
Number of Interfaces	6 × _____ =	12 × _____ =	18 × _____ =	
Number of Queries	4 × _____ =	6 × _____ =	8 × _____ =	
Number of Files	2 × _____ =	4 × _____ =	8 × _____ =	

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The Hidden Costs of Infrastructure Projects—The Case of Building Dams

[illegible] tion of large dams in both developing and developed countries including Brazil, Ethiopia, Pakistan, and China. There are several reasons for this increased interest in dam building. Demand for electricity is expected to double worldwide between 2010 and 2035. Thus, hydroelectric power is seen as a cheap, available option for countries with river systems that allow for dams, particularly as it is a preferred option to dirtier coal-burning plants. Other arguments in favor of building these dams include their use for flood control, crop irrigation, inland transportation, urban water supplies, and as a job creators. These are all powerful and tempting arguments in favor of building large dams. However, there is one important counter-argument to the push toward these hydropower megaprojects: they fail to offer the advantages they are assumed to provide.

There are several criticisms of large dam projects. First, megadams take on average nearly nine years to [illegible] den of energy demands must be taken on faith; given their long lead times, they certainly are not an option for energy crisis situations. They also assume that all current circumstances (energy demand, population growth patterns, water availability, and energy prices) are likely to remain steady, or at least predictable, over the period in which the dam is developed, which can lead to dangerous assumptions of future benefits. Nigeria's Kainji Dam, for example, has fallen short of generating its expected hydroelectricity levels by as much as 70%. Also, cost and schedule projections to complete these dams are almost always grossly underestimated. In fact, research suggests that cost overruns for large dam projects average 96% higher than estimated costs; that is, actual project costs were nearly double the original estimates. Schedules for these dams averaged overruns of 44%, or 2.3 years. Third, the cost in absolute terms for these large dam projects can nearly bankrupt

(*continued*)

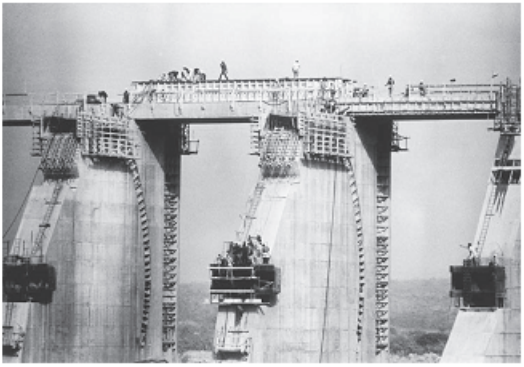


FIGURE 8.10 Nigeria's Kainji Dam Under Construction
Source: AP Images

the countries investing in them. For example, Ethiopia's Grand Ethiopian Renaissance dam on the Nile River [illegible] when completed [illegible] cost more than $10 billion, or one-quarter of Ethiopia's GDP. Instead of helping the economy and fostering growth, [illegible] a new phenomenon. Brazil's Itaipu Dam was built in the 1970s at a cost of almost $20 billion, or 240% more than projected. Since opening, it has been a drain on the country's finances. Despite producing electricity that is needed to support development in Brazil, it is unlikely that the costs of the Itaipu Dam will ever allow it to break even.

What is the solution? Countries such as Norway, which produces some 99% of its energy from hydropower, have adopted a smaller, more flexible solution to the use of dams. The government encourages the development not of large megadams, but of smaller, more flexible plants designed to produce smaller volumes of electricity at more locations within the country. Thus, Norway currently supports some 1,000 smaller energy-producing dams that do not disrupt the natural flow of rivers, cause no environmental impact, and produce cleaner energy.

[illegible] operation [illegible] pursuit for most countries undertaking them. But with poor project development records historically, including [illegible] cost, and [illegible] offer. At the same time, countries that have invested precious budget money in creating the dams are frequently disappointed with the results, including underutilization, decades of financial squeeze and debt obligation, and a failure to realize the expected benefits. When it comes to megadams, the energy they produce is usually neither abundant nor cheap.[25]

Questions

1. Given the history of large cost overruns associated with megadam construction, why do you believe they are so popular, especially in the developing world?
2. Develop an argument in support of megadam construction. Develop an argument against these development projects.

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CASE STUDY 8.2

Sochi Olympics—What's the Cost of National Prestige?

The Olympics happen every two years and the focus is usually centered mostly on the athletes, but 2014 proved to be different. Instead, topics of overspending, terroris threats, graft and corruption in high places, and criminal activities took center stage during these winter games. With an initial budget of $12 billion, the final price tag on the Sochi Olympics is estimated to have surpassed $51 billion, leaving many people scratching their heads. How could the Winter Games become so expensive, and where did all the money go?

Previously, the most expensive games were the 2008 Beijing Summer Olympics. However, at an estimated price tag of $40 billion, that total was still far less than the Sochi Olympics. Summer Olympics are also generally more expensive than the Winter Games due to more events being conducted, the need for venue construction, and the higher housing costs for larger teams. When it comes to hosting the Olympics, it seems that preliminary budgets are quickly abandoned, with higher and higher price tags accruing. Countries view hosting the Olympics as an opportunity to showcase their national achievements, so little effort is made to spare expenses. Even by these standards, the Sochi Olympics set a new standard for profligate spending. Historically, the [illegible] Olympics [illegible] $12 billion. Even [illegible] Olympics [illegible] $7 billion [illegible] terms. The final bill for the Sochi games is far worse than these historical averages.

In 2007, when Sochi won the bid to host the Winter Olympics, it promised to spend $12 billion. Although this figure was reasonable (and perhaps even excessive) at the time, it was quickly overtaken by events involved in developing the Sochi site. The key question is, how did the original budget of $12 billion become a final price tag of $51 billion? There are several reasons for the escalating cost of the Sochi Games, including:

1. Although host to the Winter Games, Sochi is a subtropical climate. Temperatures average 52 degrees in the winter and 75 degrees in the summer. There are even palm trees in this location. So the majority of the skiing events had to be held in the mountains of Krasnaya Polyana, a distance of about 25 miles from Sochi. The cost of constructing the roadway and infrastructure used to transport athletes and spectators back and forth came to a mind-boggling $9.4 billion. At a price of $220 million per kilometer, the roadway was more expensive than the entire budget of the 2010 Vancouver Winter Olympics.
2. Vladimir Putin, President of Russia, had the goal of developing Sochi as a world-class ski resort to attract winter tourism to the country. Thus, he was a highly visible spectator throughout the project's development, offering suggestions and criticisms of the work being done. Rework on several of the venues and facilities added to the final bill.
3. Fears of terrorism and other disruptions led to an unprecedented level of security around the Sochi site. For example, troops from Russia's Interior Ministry cordoned off the Olympic area to a depth of nearly 20 kilometers to enforce a safezone around the Games. The costs of heightened security added significantly to Sochi's costs.
4. Projects needed to be rebuilt several times due to difficulties with terrain or resource management. For example, state planners did not account for streams that ran beneath the location of the venues. This oversight caused an embankment near Olympic Park to collapse repeatedly due to constant flooding, each time having to be rebuilt. Likewise, construction of the ski jump was budgeted for $40 million. However, because of the complex terrain, the placement had to be adjusted [illegible] construction started. Trees were removed as needed, leaving several structures constructed on fragile [illegible] was completed, but for $265 million, rather than the initial $40 million estimate.
5. Kickbacks and graft were rumored to be rampant during the years of development, with insiders getting "sweetheart" deals from the government and cronyism running rampant.

How bad was the corruption? As journalist Brett Forrest noted, "The Sochi Internal Affairs department has conducted numerous investigations into Olympstroy [the Russian Olympic organizing commission] and filed criminal complaints, alleging that the Olympic agency and its contractors operated a kickback scheme related to the construction of the Olympic stadium, the main hockey rink, and various other properties. The total in stolen funds, per prosecutors, approaches $800 million."

This may have been only the tip of the iceberg. Besides the speculated kickbacks, a green light was given to all development schemes around Sochi. Contractors sought to have their projects labeled "Olympic," knowing that they would receive generous funding as

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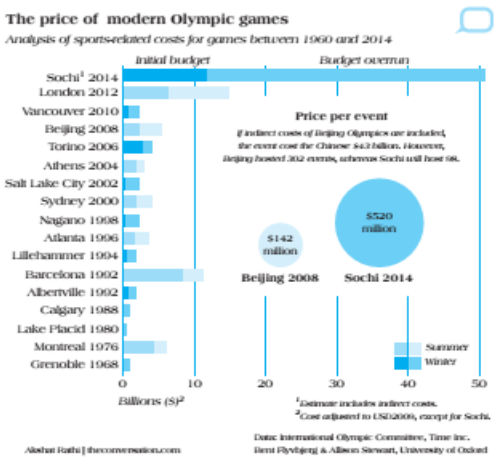


FIGURE 8.11 Sochi Winter Olympics Costs

Source: B. Flyvbjerg and A. Stewart. (2012). "Olympic proportions: Cost and cost overrun [illegible]

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a result, including easements in zoning and building [illegible] who wielded [illegible] of high-ranking Kremlin officials, including Vladimir Putin, received the choicest contracts. One opposition politician, Boris Nemtsov, criticized the substantial overspending, stating that the total amount embezzled or acquired by Putin's friends was in the range of $25–$30 billion, or more than half of the total budget for the Olympic Games. Construction companies that won contracts would have to inflate their projected costs to make the kickback payments to Russian State managers who had originally awarded the contracts. Per Nemtsov, it did not matter if the construction company had sufficient resources and skills for the project; what mattered was the company's willingness to return a percentage to the corrupt officials.

Many issues contribute to the reasons why these Olympics became so expensive. Russia had a concept that was budgeted at $12 billion when it started its preparations. History shows that most nations exceed their budgets, though not to the excessive degree experienced by Russia in 2014. Ultimately, though, time is a relentless enemy of Olympic venue preparation; there is no possibility of extension to the schedule. This, with the time getting close to the beginning of the Games, left expense could be spared in getting Sochi ready. Without question, enormous (and probably unknowable) sums disappeared due to corruption and mismanagement. Nevertheless, the Sochi Games came on time and delivered a smoothly running experience to all who participated or came to watch. And yet, at a final price tag of $51 billion, one can still wonder about the costs of maintaining and enhancing national prestige[26]

Questions

1. Consider the following statement: "Government-funded projects intended to serve as 'prestige projects,' such as the Sochi Olympics, should not be judged on the basis of cost." Do you agree or disagree with this statement? Why?
2. Project success is defined as adherence to budget, schedule, functionality (performance), and client satisfaction. Under these criteria, cite evidence that suggests the Sochi Olympics project was a success and/or failure.

3. When a project has a "hard gate," like being ready on time, how does that affect normal success criteria? Is it fair to judge a project with a critical completion date by normal project success standards? Why or why not?
4. Consider the problems with the Rio Olympics sites that quickly occurred following completion of the 2016 Summer games. Access the internet to find evidence of the current state of the Sochi Olympic site. How is it being used and what are the current problems and opportunities for Sochi?

Internet Exercises

8.27 Go to the Internet and search using the phrase "cost analysis tools." What are some of the links and examples of cost analysis as it applies to projects?

8.28 Go to http://pmworldlibrary.net/ and type "case studies" in the search window. Select a project and report on it from the perspective of its cost estimation, budgeting, and (if applicable) expediting perspectives. Was the project a success or failure? Why?

8.29 Go to http://www.osp.gatech.edu/budget and click on "Sample Budget." Reproduce the summary project budget worksheet. After examining the various elements in the budget, what are the main cost drivers for projects of this sort?

8.30 Go to www.stickyminds.com/articles.asp and click on "Stickyminds.com Original Articles." Search for and click on the article by Karl Wiegers, "Estimation Safety Tips." In the article (found as a pdf link to the site), the author offers tips on making estimates that are accurate and defensible. Which of the tips listed in the article do you think makes the most sense to you personally? Why does it seem a plausible suggestion?

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Multiple-Choice Questions

8.31 The project administrator is preparing a preliminary budget for a project and adds in the cost of a new computer for the project team to use. What type of cost would this computer purchase represent?
   a. Variable
   b. Direct
   c. Indirect
   d. Variable direct

8.32 The project manager for a large project being developed in northern Ontario recognizes that it will be necessary for her to maintain a close presence at the construction site during its development, and has negotiated the use of a building for her team near the construction project. The cost of the building must be factored into the project cost and will increase with use; that is, the cost of heating and other utilities is subject to change depending upon weather and team use. What type of cost would this building represent?
   a. Variable direct
   b. Indirect
   c. Nonrecurring
   d. None of the above

8.33 A project budget identifies $5,000 budgeted for programming costs. The actual amount for programming costs is $5,450. Which of the following statements is correct?
   a. The $450 represents a negative variance to the budget
   b. There is no variance to the budget
   c. The $450 represents a positive variance to the budget
   d. The entire $5,450 represents a positive variance to the budget

8.34 The project planning phase is moving forward. The project team has solicited the opinions of some senior project managers with experience in similar types of projects to try and develop a cost estimate for the project. This process is an example of:
   a. Activity-based budgeting
   b. Contingency planning
   c. Top-down budgeting
   d. Cost estimation

8.35 John is putting together his budget for the project and as part of this process, he is actively discussing and soliciting estimates from each member of the project team for the overall budget. He presents his budget to senior management and Susan rejects it, stating, "Team members are always going [to] pad their estimates. I will give you the [appropriate] budget." This process is evidence of:
   a. Bottom-up
   b. Top-down
   c. Parametric
   d. Comparative

8.36 The majority of a project's budget is expended on:
   a. Project charter creation
   b. Project plan development
   c. Project execution
   d. Project termination activities

8.37 All the following are needed for creating the project budget except:
   a. Deliverables
   b. Work breakdown structure
   c. Activity cost estimates
   d. Cost management plan

8.38 Cost estimating should occur:
   a. Before the work breakdown structure is created and before the budget is developed
   b. Before the work breakdown structure is created and after the budget is developed
   c. After the work breakdown structure is created and before the budget is developed
   d. After the work breakdown structure is developed and after the budget is developed

8.39 Any approved budget increase should be:
a. Added to the project contingency fund and only used as a last resort
b. Added to the project's cost baseline
c. Added to the project's lessons learned
d. Offset by budget take-aways from direct cost accounts

8.40 Cost management activities consist of all the following except:
a. Data collection
b. Cost accounting
c. Cost control
d. Account reconciliation

Answers

8.31. b—A computer purchase would be an example of a direct cost for the project.
8.32. a—The cost of using a site building varies to the degree it is used and is charged as a direct cost to the project.
8.33. c—The overrun of $450 would be referred to as a positive variance to the budget.
8.34. d—The process of asking senior project managers for their best estimates of project costs is part of the cost estimation process.
8.35. b—Susan is using a top-down method in which she, as the senior manager, is providing the project budget estimate.
8.36. c—The project life-cycle teaches us that project expenditures are highest during the execution phase.
8.37. a—Deliverables do not need to be produced before the budget has been created.
8.38. c—The project cost estimates cannot be undertaken until the WBS is completed, but it then forms the basis for subsequent project budgeting.
8.39. b—The project's cost baseline includes the original planned budget plus all approved changes.
8.40. d—Cost management involves data collection, cost accounting processes, and cost control.

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INTEGRATED PROJECT

DEVELOPING THE COST ESTIMATES AND BUDGET

Develop an in-depth cost estimate to support your initial project proposal narrative and scope statement, including the Work Breakdown Structure. Create a detailed justification of personnel costs, materials costs, overhead, and other forms of costs that are likely to accrue to your project. Be specific, particularly about personnel costs and commitment of time. For example, your cost table could look something like the following:

Personnel	Level	Rate	Loaded Rate	Labor-Weeks Needed*	Total Cost
Programmer	Senior	$35	$49/hr	20	$39,200
Sys. Analyst	Junior	$22	$31/hr	10	$12,400

*40-hour work week

Remember that the "loaded rate" assumes that you include the organization's overhead expenses for each employee. A typical multiplier for this figure could run anywhere up to and over 100% of the employee's wage rate. Make sure the course instructor indicates the overhead rate you should apply for your project. So, using the previous senior programmer example with a fully loaded rate and assuming an overhead multiplier of 1.40, we get:

$$(\$49)(40 \text{ hrs})(20 \text{ weeks})(1.40) = \$54{,}880$$

Sample Project Plan: ABCups, Inc.

Name	Resource Type	Title	Salary (incl. Benefits) ($)	Hour Rate ($)	Fully Loaded Rate ($)	Time Needed (Hours/ Week)	Duration (in weeks)	Total
Carol Johnson	Safety	Safety Engineer	64,000	32.50	45.22	10 hrs/wk	15	6,783
Bob Smith	Engineering	Industrial Engineer	35,000	17.50	24.50	20 hrs/wk	35	17,150
Sheila Thomas	Management	Project Manager	55,000	27.50	38.50	40 hrs/wk	50	77,000
Randy Egan	Management	Plant Manager	74,000	37.00	51.80	10 hrs/wk	6	3,108
Stu Hall	Industrial	Maintenance Supervisor	32,000	16.00	22.40	15 hrs/wk	8	2,688
Susan Berg	Accounting	Cost Accountant	45,000	22.50	31.50	10 hrs/wk	12	3,780
Marty Green	Industrial	Shop Supervisor	24,000	12.00	16.80	10 hrs/wk	3	504
John Pittman	Quality	Quality Engineer	33,000	16.50	23.10	20 hrs/wk	25	11,550
Sally Reid	Quality	Jr. Quality Engineer	27,000	13.50	18.90	20 hrs/wk	18	6,804
Lanny Adams	Sales	Marketing Manager	70,000	35.00	49.00	10 hrs/wk	16	7,840
Kristin Abele	Purchasing	Purchasing Agent	47,000	23.50	32.90	15 hrs/wk	20	9,870
							Total	$147,077

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Time-Phased Budget for ABCups, Inc. (All values in dollars ($))

Work Packages	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	Totals
Feasibility	2,500												2,500
Vendor Selection	7,678	3,934	1,960	3,9									17,506
Design			12,563	8,40	5,300								26,263
Engineering					9,99	14,790	15,600						40,382
Prototype Testing						3,250	12,745	7,250					23,245
Sales and Service							1,467	4,467	1,908				7,842
Packaging								2,434	8,101	650			11,185
Assembly									1,676	9,234	890		11,800
Close-out											1,198	5,156	6,354
Monthly Planned	10,178	3,934	14,523	12,3	15,29	18,040	29,812	14,151	11,685	9,884	2,088	5,156	
Monthly Cumulative	10,178	14,112	28,635	40,9	56,26	74,301	104,113	118,264	129,949	139,833	141,921	147,077	147,077

Notes

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9

Project Scheduling

Networks, Duration Estimation, and Critical Path

Chapter Objectives

After completing this chapter, you should be able to:

- **9.1** Understand the importance of project scheduling techniques.
- **9.2** Understand and apply key scheduling terminology.
- **9.3** Develop an activity network using Activity-on-Node (AON) technique.
- **9.4** Perform activity duration estimation based on the use of probabilistic estimating techniques.
- **9.5** Construct the critical path for a project schedule network using forward and backward passes, determine project slack, and calculate the probability of finishing on time.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Plan Schedule Management (PMBoK sec. 6.1)
2. Define Activities (PMBoK sec. 6.2)
3. Sequence Activities (PMBoK sec. 6.3)
4. Estimate Activity Resources (PMBoK sec. 6.4)
5. Estimate Activity Durations (PMBoK sec. 6.5)
6. Develop Schedule (PMBoK sec. 6.6)
7. Control Schedule (PMBoK sec. 6.7)

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PROJECT PROFILE

Preparing for a Major Golf Tournament – It's a Long Road to the First Tee

When the United States Golf Association (USGA) announces the venue for the U.S. Open, one of professional golf's premier events, it usually does so six to eight years into the future. For example, in the summer of 2015 the USGA announced the sites for the Open through 2024. A number of factors weigh into this decision, including:

1. First and foremost, the golf course must be of excellent quality and challenging design. It must be a serious test for the world's best golfers.
2. There must be enough land around the course to support media compounds, tents, admission entrances, and spectator parking and transportation.
3. The course must be open enough to allow for spectator grandstands, TV towers, concession areas, and the free movement of thousands of attendees.
4. The geographical location plays an important role. The USGA likes to move the Open to different sites around the country.
5. The site must offer thousands of hotel rooms, easy access to airports, and a road network that makes entry and exit from the course grounds convenient.

(*continued*)



FIGURE 9.1 A Lot of Work Takes Place before Awarding the U.S. Open Trophy

Source: Mitch Gunn/Shutterstock

Once selected to host the U.S. Open, the tournament venue has a serious challenge to prepare its course, facilities, and local supporting sites for this premier event. All the while, the clock is ticking. Everything must be in place for the week in mid-summer when golfing royalty, TV and media professionals, and spectators descend on the course for the Open. Delays (other than for unforeseeable weather reasons) are not an option. In this way, developing the site for a golfing event like the U.S. Open highlights the critical nature of project management and important principles of project scheduling.

How does the United States Golf Association (USGA), which hosts the Open for four tournaments annually, adapt courses to make it a test of golf while maintaining schedule discipline? The USGA takes several steps as it works with the host course, some of them starting years in advance. First, Open courses are measured against the current standards of golf equipment. An Open site that was a good test of golf in 1950 may now be considered too easy because of advances in golf clubs and balls. Recently, the USGA must have felt that some courses' fairways were too narrow for the new, [illegible] long-hitting equipment.

A couple of years prior to the Open, USGA officials and golf course designers examine the proposed course hole-by-hole. What was the architect's intent for the hole? Where should the ideal shot be hit? Is the architect's original intent still valid, given the changes in equipment and changes to the course over time (including the addition or removal of trees, shrubs, and other features)? Depending on the answer to these questions, the planning committee may decide that for some holes major changes are needed to return the hole to its original state, or add a degree of difficulty to a hole that is no longer considered challenging. Some courses have had greens re-contoured (or moved), water hazards added or removed, sand traps replaced, and tee boxes moved further back to lengthen the hole. The changes that some courses have to go through is the reason why the redesign process begins years in advance of the tournament: to make sure the course is in top shape agronomically, but also to ensure that it provides a challenging test of golf.

Once the hole-by-hole analysis is completed, the USGA puts together a letter to the golf course superintendent outlining mowing heights for the fairways, rough, tee areas, and putting greens. This letter will also discuss expected green speeds, changes to fairway width or contours, sand trap preparation (including types of sand to be used), water management, and daily maintenance schedules. Nothing about the design of the course and the maintenance and preparation of each of the 18 golf holes is left to chance.

As the time gets closer to the Open, USGA officials begin to inspect the site on an increasingly frequent basis, looking for problems, checking to see that their recommendations have been addressed, and ensuring that the course is in top condition.

Within weeks of the Open, the host course and USGA officials mutually decide on hole locations on each green. Because the Open is a four-day event, excluding practice rounds, each green must have a minimum of five hole locations. These locations are taken seriously; the USGA uses a digital level to calculate the percentage slope around each option. Wind conditions and direction are also taken into consideration because wind can affect both ball movement and how quickly the ball stops past the hole. Excessive slope can lead to difficult putting conditions and potentially embarrassing

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results for players, who might blame the USGA's location decisions for bad results. For example, in 2004 at an Open at Shinnecock Hills, the USGA "over-stressed" some greens by allowing them to become dry and fast, making some holes nearly unplayable. Ever since then, hole location and green conditions have remained a critical concern of the USGA.

The week before the event, grandstands are erected, food and beverage concessions are set up, hospitality tents are constructed, and vendor areas are cleared and stocked. Volunteers are assigned their duties and trial run-throughs are undertaken to make sure everything is operating smoothly. This step is the last chance to find problems with the site plan or preparations, both for the course and the tournament hosts.

Planning and preparing for a major sporting event such as the U.S. Open is a project management challenge. Multiple stakeholders and constituent groups have to be consulted and satisfied, all necessary aspects of the course including its location and conditions must be addressed, and every necessary step must be prepared in advance. Schedule management is critical. When the first golfers step up to the #1 tee on Thursday morning, millions of TV viewers around the world are expecting an entertaining event. The steps that go into making that expectation a reality involve hard work, multiple people doing their jobs, and project discipline.[1]

Introduction

Project scheduling is a complex undertaking that involves a number of related steps. When we think about scheduling, it helps if we picture a giant jigsaw puzzle. At first, we lay out the border and start creating a mental picture in our heads of how the pieces are designed to fit together. As the border starts to take shape, we can add more and more pieces, gradually giving the puzzle shape and image. Each step in building the puzzle depends on having done the previous work correctly. In a similar way, the methodologies in project scheduling build upon each other. *Project scheduling requires us to follow some carefully laid-out steps in order for the schedule to take shape.* Just as a jigsaw puzzle will eventually yield a finished picture if we have followed the process correctly, the shape of the project's schedule will also come into direct focus when we learn the steps needed to bring it about.

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Project Scheduling

LO 9.1 Understand the importance of project scheduling techniques.

Project scheduling forms the heart of project planning and is frequently [illegible] to project success. As we have examined the development of vision and goals for the project, project screening activities, risk management practices, and project scope (including the Work Breakdown Structure). Project scheduling represents the conversion of project goals into an achievable methodology for their completion; it creates a timetable and reveals the network logic that relates project activities to each other in a coherent fashion. Because project management is predicated on completing a finite set of goals under a specified time frame, exactly how we develop the project's schedule is vitally important to success.

This chapter will examine a number of elements in project scheduling and demonstrate how to build the project plan from a simple set of identified project activities into a graphical set of sequential relationships between those tasks which, when performed, result in the completion of the project goals. **Project scheduling** has been defined by the Project Management Body of Knowledge as "an output of a schedule model that presents linked activities with planned dates, durations, milestones, and resources."[2] The term **linked activities** is important because it illustrates the scheduling goal. Project scheduling defines network logic for all **activities**; that is, **tasks** must either precede or follow other tasks from the beginning of the project to its completion.

Suppose you and your classroom team were given an assignment on leadership and were expected to turn in a paper and give a presentation at the end of the semester. It would first be necessary to break up the assignment into the discrete set of individual activities (Work Breakdown Structure) that would allow your team to finish the project. Perhaps you identified the following tasks needed to complete the assignment:

1. Identify topic
2. Research topic

3. Write first draft of paper
4. Edit and rewrite paper
5. Prepare class presentation
6. Complete final draft
7. Complete presentation
8. Hand in paper and present topic in class

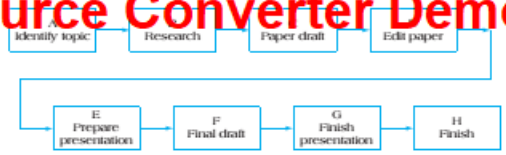
Carefully defining all the steps necessary to complete the assignment is an important first step in project scheduling, since it adds a sequential logic to the tasks and allows you to create a coherent project plan from start to finish. Suppose that in order to ensure the best use of your time and availability, you were to create a network of the activities listed previously; that is, the most likely order in which they must occur to be done correctly. First, it would be necessary to determine a reasonable sequence. *Preceding activities* are those that must occur before others can be done. For example, it would be necessary to first identify the term paper topic before beginning to conduct research on it. Therefore, activity 1, *Identify topic*, is a preceding activity; and activity 2, *Research topic*, is referred to as a subsequent, or *successor, activity*.

Once you have identified a reasonable sequential logic for the network, you can construct a **network diagram**, which is a schematic display of the project's sequential activities and the logical relationships between them. Figure 9.2 shows two examples of a network diagram for your project. Note that in Option A the easiest method for constructing a network diagram is to simply lay out all activities in serial order, starting with the first task and concluding with the final activity. This option, however, is usually not the most efficient one. It could be argued, for example, that it is not necessary that the whole project team be involved in each of the activities, requiring you to delay the start of activity 6, *Complete final draft* (F in Figure 9.2), until after activity 5, *Prepare class presentation*. Another choice might be to use the time better by having some members of the team begin work on the presentation while others are still completing the paper. Any of these options mean that you are now constructing a project network with two paths, or parallel streams of activities, some of which are going on simultaneously. This alternative network can be seen in Option B of Figure 9.2.

This simplified example illustrates the process of applying sequential logic to project tasks in order to construct an activity network. In creating a sense of timing for activities in addition to their

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Option A: Serial Sequential Logic



Option B: Nonserial Sequential Logic

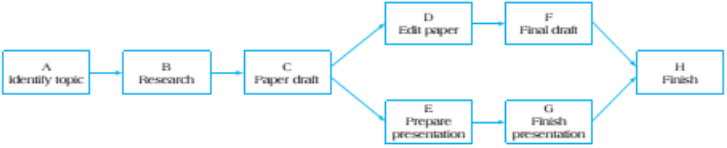


FIGURE 9.2 Alternative Activity Networks for Term Paper Assignment

functions, the activity network allows project teams to use a method for planning and scheduling. There are several reasons why it is so important that project networks and scheduling be done well. Among them are the following:[3]

- A network clearly illustrates the interdependence of all tasks and work packages. Doing something wrong early in the project has severe implications for downstream activities.
- Because a network illustrates this interrelationship among activities and project personnel, it facilitates communication flows. People are much more attuned to the work that went on before their involvement, and they develop a keener appreciation of the concerns of those who will take over at later points.
- A network helps with master scheduling of organizational resources because it shows times when various personnel must be fully committed to project activities. Without some sense of where the project fits into the overall organizational scheme, personnel may be assigned to multiple activities at a time when they are most needed on the project.
- A network identifies the critical activities and distinguishes them from the less critical. The network reveals the activities that absolutely must be completed on time to ensure that the overall project is delivered on time; in the process, activities that have some "wiggle room" are identified as well.
- Networks determine when you can expect projects to be completed.
- Dates on which various project activities must start and end in order to keep to the overall schedule are identified in a network.
- A network demonstrates which activities are dependent on which other activities. You then know the activities that need to be highly coordinated in order to ensure the smooth development of the project.

These are just some of the advantages of using activity networks for project scheduling.

Key Scheduling Terminology

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Every profession has its unique jargon and terminology. In project scheduling, a number of specific terms are commonly employed and should be clearly defined. Below, the [illegible] definitions are given for the [illegible] Management Institute's Body of Knowledge. Some of these terms, which you will see again and again throughout this chapter (and subsequent chapters) are listed here. You have already run across some of these terms in previous chapters.

Scope—The work content and products of a project or components of a project. Scope is fully described by naming all activities performed, the resources consumed, and the end products that result, including quality standards.

Work Breakdown Structure (WBS)—A task-oriented "family tree" of activities that organizes, defines, and graphically displays the total work to be accomplished in order to achieve the final objectives of a project. Each descending level represents an increasingly detailed definition of the project objective.

Work package—A deliverable at the lowest level of the Work Breakdown Structure; it is an element of work performed during the course of a project. A work package normally has an expected duration plus an expected cost. Other generic terms for project work include *task* or *activity*.

Project network diagram (PND)—Any schematic display of the logical relationships of project activities.

Path—A sequence of activities defined by the project network logic.

Event—A point when an activity is either started or completed. Often used in conjunction with AOA networks, events consume no resources and have no time to completion associated with them.

Node—One of the defining points of a network; a junction point joined to some or all of the others by dependency lines (paths).

Predecessors—Those activities that must be completed prior to initiation of a later activity in the network.

Successors—Activities that cannot be started until previous activities have been completed. These activities follow predecessor tasks.

Early start (ES) date—The earliest possible date on which the uncompleted portions of an activity (or the project) can start, based on the network logic and any schedule constraints. Early start dates can change as the project progresses and changes are made to the project plan.

Late start (LS) date—The latest possible date that an activity may begin without delaying a specified milestone (usually the project finish date).

Forward pass—Network calculations that determine the earliest start/earliest finish time (date) for each activity. The earliest start and finish dates are determined by working forward through each activity in the network.

Backward pass—Calculation of late finish times (dates) for all uncompleted network activities. The latest finish dates are determined by working backward through each activity.

Merge activity—An activity with two or more immediate predecessors (tasks flowing into it). Merge activities can be located by doing a forward pass through the network. The PMBoK refers to merge activities as *"path convergence."*

Burst activity—An activity with two or more immediate successor activities (tasks flowing out from it). Burst activities can be located by doing a backward pass through the network. The PMBoK refers to burst activities as *"path divergence."*

Float—The amount of time an activity may be delayed from its early start without delaying the finish of the project. Float is a mathematical calculation and can change as the project progresses and changes are made in the project plan. Also called *slack, total float,* and *path float.* In general, float is the difference between the late start date and the early start date (LS – ES) or between the late finish date and early finish date (LF – EF).

Critical path—The path through the project network that has the least amount of scheduling flexibility. The path is usually defined as having the longest cumulative duration. Any activity on the critical path will delay the project if it is delayed or behind schedule. Critical path activities are identified as having zero float in the project.

Critical Path Method (CPM)—A *network analysis* technique used to determine the amount of scheduling flexibility (the amount of float) on various logical pathways in a project schedule network, and to determine the minimum total project duration. It involves the calculation of early (forward scheduling) and late (backward scheduling) start and finish dates for each activity. Implicit in this technique is the assumption that whatever resources are required in any given time period will be available. Activity times are assumed to be known, or *deterministic.*

Resource-limited schedule—A project schedule whose start and finish dates reflect expected resource availability. The final project schedule should always be resource-limited.

Program Evaluation and Review Technique (PERT)—An event- and probability-based network analysis system generally used in projects where activities and their durations are difficult to define. PERT is often used in large programs where the projects involve numerous organizations at widely different locations.

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The two most common methods for constructing activity networks involve **Activity-on-Arrow (AOA)** and **Activity-on-Node (AON)** logic. In the AOA method, the **arrow** represents the task, or activity, and the node signifies an event marker that suggests the completion of one activity and the potential to start the next. In AON methodology, the node represents an activity and the path arrows demonstrate the logical sequencing from node to node through the network. AOA approaches were most popular several decades ago and are still used to some extent in the construction industry, but with the rapid rise in computer-based scheduling programs there is now a strong emphasis on AON methodology. Hence, in this chapter we use AON examples and diagrams exclusively. Chapter 10 will discuss the rudiments of AOA network modeling.

Developing A Network

LO 9.3 Develop an activity network using Activity-on-Node (AON) technique.

Network diagramming is a logical, sequential process that requires you to consider the order in which activities should occur so projects can be scheduled as efficiently as possible. There are two primary methods for developing activity networks, PERT and CPM. PERT, which stands for Program Evaluation and Review Technique, was developed in the late 1950s through collaboration between the U.S. Navy, Booz-Allen Hamilton, and Lockheed Corporation for the creation of the Polaris missile program. PERT originally was used in research and development (R&D), a field in which activity duration estimates can be difficult to make, and resulted from probability analysis. CPM, or Critical Path Method, was developed independently at the same time as PERT by DuPont, Inc. CPM, used commonly in the construction industry, differs from PERT primarily in the assumptions it makes about estimating activity durations. CPM assumes that durations are more deterministic; that is, they are easier to ascertain and can be assigned to activities with greater confidence. Furthermore, CPM was designed to better link (and therefore control) project activity time and costs, particularly the time–cost trade-offs that lead to **crashing** decisions (speeding up the project). Crashing the project will be explained in more detail in Chapter 10. In practice, however, over the years the differences between PERT and CPM have blurred to the point where it is now common to simply refer to these networking techniques as PERT/CPM.[4]

Prior to constructing an activity network, there are some simple rules of thumb you need to become familiar with as you develop the network diagram. These rules are helpful in understanding the logic of activity networks.[5]

1. Some determination of activity precedence ordering must be done prior to creating the network. That is, all activities must be logically linked to each other—those that precede others, as well as successor activities (those that must follow others).
2. Network diagrams usually flow from left to right.
3. An activity cannot begin until all preceding connected activities have been completed.
4. Arrows on networks indicate precedence and logical flow. Arrows can cross over each other, although it is helpful for clarity's sake to limit this effect when possible.
5. Every activity should have a unique identifier (a number, letter combination, and so on). For simplicity, these identifiers should occur in ascending order; each one should be larger than the identifiers of preceding activities.
6. Looping or recycling through activities is not permitted.
7. Conditional statements are not normally part of a network (e.g., if activity A is completed in less than 5 days, then proceed to activity B; otherwise proceed to activity C).
8. Dangling must be avoided. Dangling occurs when activities are incorrectly disconnected from the network. Dangling activities usually end too early in the network, which is typically the case when multiple start points are possible. A single node point also is typically used as a project end indicator.

With these simple rules of thumb firmly in mind, you can begin to uncover some of the basic principles of establishing a network diagram. Remember that AON methodology represents all activities within the network as nodes. Arrows are used only to indicate the sequential flow of activities from the start of the project to its conclusion.

LABELING NODES

Nodes representing project activities should be clearly labeled with a number of different pieces of information. It is helpful if the nodes contain at least the following data: (1) identifier, (2) descriptive label, (3) activity duration, (4) early start time, (5) early finish time, (6) late start time, (7) late finish time, and (8) activity float. Figure 9.3 shows the labeling for a node, with each piece of information assigned

Early start	Identifier number	Early finish
Activity float	Activity descriptor	
Late start	Activity duration	Late finish

FIGURE 9.3 Labels for Activity Node

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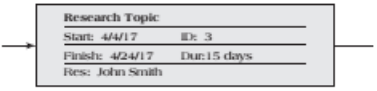


FIGURE 9.4 Activity Node Labels Using MS Project 2016
Source: MS Project 2016, Microsoft Corporation.

to a location within the activity box. The arrangement selected for this node was arbitrary; there is no accepted standard for labeling activity nodes. For example, the node shown in Figure 9.4 was derived from a standard Microsoft Project 2016 output file. Note that in this example the activity start and finish dates are shown, as well as the resource person responsible for the activity's completion.

Complete labels on activity nodes make it easier to use the network to perform additional calculations such as identifying critical path, activity float (or slack), total project duration, and so on. When constructing network diagrams during the early development of the project, all necessary information about the activity can be retrieved quickly as long as the nodes are fully labeled.

SERIAL ACTIVITIES

Serial activities are those that flow from one to the next, in sequence. Following the logic of Figure 9.5, we cannot begin work on activity B until activity A has been completed. Activity C cannot begin until both activities A and B are finished. Serial activity networks are the simplest in that they create only linkages of activity sequencing. In many cases, serial networks are appropriate representations of the project activities. Figure 9.5 demonstrates how, in the earlier example of preparing for a term paper and presentation, several activities must necessarily be linked serially. Identifying the topic, conducting research, and writing the first draft are activities that must link in series, because subsequent activities cannot begin until the previous (predecessor) ones have been completed.

NETWORK LOGIC SUGGESTS THAT:

Activity A precedes activity B.
Activity B cannot begin until activity A is completed.
Activity C cannot begin until both activities A and B are completed.

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CONCURRENT ACTIVITIES

In many circumstances, it is possible to begin work on more than one activity simultaneously, assuming that we have the resources available for both. Figure 9.6 provides an example of how concurrent or parallel project paths are represented in an activity network. When the nature of

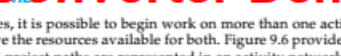


FIGURE 9.5 Project Activities Linked in Series

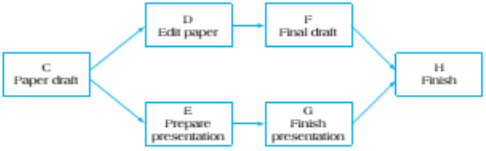


FIGURE 9.6 Activities Linked in Parallel (Concurrent)

the work allows for more than one activity to be accomplished at the same time, these activities are called **concurrent**, and parallel project activity paths are constructed through the network. In order to successfully operate concurrent activities, the project must be staffed with sufficient human resources to support all simultaneous activities. This is a critical issue, because a network cannot be created without giving thought to the resource requirements needed to support it.

NETWORK LOGIC SUGGESTS THAT:

Activities D and E can begin following the completion of activity C.

Activity F can begin following the completion of activity D and is independent of activity E.

Activity G can begin following the completion of activity E and is independent of activity D.

Activity H can begin following the completion of both activities F and G.

MERGE ACTIVITIES

Merge activities are those with two or more immediate predecessors. Figure 9.7 is a partial network diagram that shows how merge activities are expressed graphically. Merge activities are often critical junction points, places where two or more parallel project paths converge within the overall network. Figure 9.7 demonstrates the logic of a merge activity: you cannot begin activity D until all predecessor activities, A, B, and C, have been completed. The start of the merge activity is subject to the completion of the longest prior activity. For example, suppose that activities A, B, and C all start on the same day. Activity A has a duration of three days, activity B's duration is five days, and activity C has a duration of seven days. The earliest activity D, the merge point, can start is on day seven, following completion of all three predecessor activities.

NETWORK LOGIC SUGGESTS THAT:

Activity D can only begin following the completion of activities A, B, and C.

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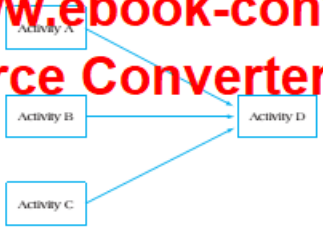


FIGURE 9.7 Merge Activity

BURST ACTIVITIES

Burst activities are those with two or more immediate successor activities. Figure 9.8 graphically depicts a burst task, with activities B, C, and D scheduled to follow the completion of activity A. All three successors can only be undertaken upon the completion of activity A. Unlike merge activities, in which the successor is dependent upon completion of the longest predecessor activity before it can begin, all immediate successors can begin simultaneously upon completion of the burst activity.

NETWORK LOGIC SUGGESTS THAT:

Activities B, C, and D can only begin following the completion of activity A.

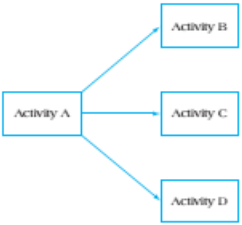


FIGURE 9.8 Burst Activity

EXAMPLE 9.1

Let's begin constructing a basic activity network. Table 9.1 identifies eight activities and their predecessors in a simple example project. Once we have determined the tasks necessary to accomplish the project, it is important to begin linking those tasks to each other. In effect, we are taking the project tasks in the Work Breakdown Structure and adding a project chronology.

Once the network activity table has been developed and the predecessors identified, we can begin the process of network construction. The first activity (A) shows no predecessors; it is the starting point in the network and is placed to the far left of our diagram. Next, activities B and C both identify activity A as their predecessor. We can place them on the network as well. Activity D lists both activities B and C as predecessors. Figure 9.9 gives a partial network diagram based on the information we have compiled to this point. Note that, based on our definitions, activity A is a burst activity and activity D is a merge activity.

We can continue to add to the network in this manner until all activities and precedences are shown in the diagram. Figure 9.10 shows the final activity network. Referring back to an earlier point, note that this network begins with a single node point (activity A) and concludes with a single point (activity H). The merge activities associated with this network include activities D (with activities B and C preceding it) and H (with activities E, F, and G preceding it). Activities A, B, C, and E are burst activities. Recall that burst activities are defined as those with two or more immediate successors in the network. Activity A has the successor tasks B and C, activity B has tasks D and E following it, and activity C has two successors (D and G).

If we employed Microsoft Project 2016 to create the network diagram, we would first enter each of the activities into the template shown in Figure 9.11. Note that for this example we are not assigning any durations to the activities, so the default is set at 1 day for each activity.

TABLE 9.1 Information for Network Construction

Name: Project Delta

Activity	Description	Predecessors
A	Contract signing	None
B	Questionnaire design	A
C	Target market ID	A
D	Survey sample	B, C
E	Develop presentation	B
F	Analyze results	D
G	Demographic analysis	C
H	Presentation to client	E, F, G

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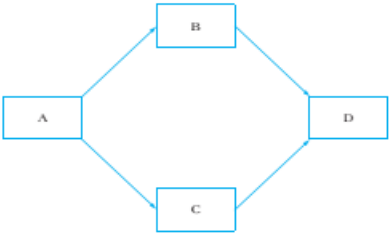


FIGURE 9.9 Partial Activity Network Based on Project Delta



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FIGURE 9.10 Complete Activity Network for Project Delta

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The next step in using MS Project to create a network is to identify the predecessor activities at each step in the project. In Figure 9.12, we begin to build the network by specifying each predecessor and successor in the network. Double-clicking the mouse on an activity will bring up a Task Information window (shown in Figure 9.12). In that window, we can specify the task or tasks that are predecessors of our current activity. For activity B (questionnaire design), we have specified a single predecessor (contract signing).

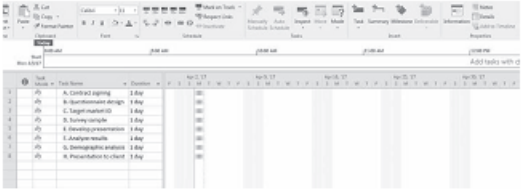


FIGURE 9.11 Developing the Activity Network Using MS Project 2016

Source: MS Project 2016, Microsoft Corporation.

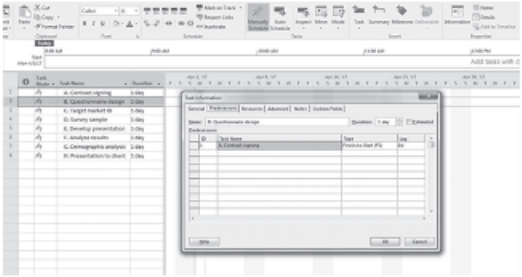


FIGURE 9.12 Task Information Window Used to Specify Predecessors for Activity Networks
Source: MS Project 2016, Microsoft Corporation.



FIGURE 9.13 The Completed MS Project 2016 Network Diagram
Source: Microsoft Project 2016, Microsoft Corporation.

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Once we have added each task in turn, the project network is completed. MS Project can be used to generate the final network, as shown in Figure 9.13. Note that each activity is still labeled as requiring 5 days for completion. Let's look at some of the choices we have to consider in the manner in which individual activity durations can be determined.

Duration Estimation

LO 9.4 Perform activity duration estimation based on the use of probabilistic estimating techniques.

The next step in building the network is to estimate activity **durations** for each step in the project. The first point to remember is that these estimates are based on what is assumed to be normal working methods during normal business or working hours. Second, although factors such as past experience or familiarity with the work will influence the accuracy of these estimates, activity durations are always somewhat uncertain. Third, time frames for task estimates can vary from several hours for short projects to days and weeks for longer projects.

Activity durations can be estimated in a number of different ways, including:[6]

- *Experience.* In cases where the organization has previously done similar work, we can use history as a guide. This approach is relatively easy; we simply call upon past examples of similar projects and use them as a baseline. The main drawback to this approach is that it assumes that what worked in the past will continue to work today. Projects are affected by external events that are unique to their own time. Therefore, in using experience we must be aware of the potential for using distorted or outdated information.

- ***Expert opinion.*** At times we may be told to contact a past project manager or expert in a particular area to get accurate information on activity estimates. Intuitively, this approach would seem to be useful—if you want to know something, go to an expert. Yet "experts" are considered experts precisely because they know the easiest avenues, best contacts, and fastest processes to complete tasks. Would an expert's estimate of completion time be valid for nonexperts doing the same activity? The answer is not absolute, but the question suggests that we use caution in our application of expert opinion.
- ***Mathematical derivation.*** Another approach offers a more objective alternative to activity duration estimation and sidesteps many of the problems that can be found in more subjective methods. This method consists of developing duration probability based on a reasoned analysis of best-case, most likely case, and worst-case scenarios.

There are two primary means for developing duration estimates. We discussed earlier in this chapter (Section 9.3) the idea that the simplest approach is to assume a deterministic model for activity durations. *Deterministic estimation* means that activity durations are fairly predictable; that is, they do not consider variation in the activity completion time. So, for example, when developing a construction project, we can call upon years of experience to know that the time it takes to dig the foundation and pour concrete "footers" for a 2,500-square-foot residential construction will be 10 hours. This is an example of a predictable, or deterministic, time estimate. On the other hand, for many project activities we can only make educated estimates of their likely duration, based partially on past experience but also requiring us to take into consideration the likelihood of variation in how long the activity may take to complete. Developing a new software procedure using the latest generation of programming code (one which our company's programmers are still learning) can be a difficult project with which to make activity duration estimates. It is for this reason that mathematical procedures have been created to help determine activity times.

In order to understand how to use mathematical derivation to determine expected activity times, we need to consider the basics of probability distributions. Probability suggests that the amount of time an activity is likely to take can rarely be positively determined; rather, it is found as the result of sampling a range of likelihoods, or probabilities, of the event occurring. These likelihoods range from 0 (no probability) to 1 (complete probability). In order to derive a reasonable probabilistic estimate of activity duration, we need to develop three time estimates: optimistic duration, pessimistic duration, and most likely duration. The most likely duration is determined to be the length of time expected to complete an activity assuming the development of that activity proceeds normally. Pessimistic duration is the [illegible] based on the development [illegible] assumption that [illegible] Optimistic duration is [illegible] the development process will proceed extremely well.

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For these time estimates, we can use probability distributions that are either symmetrical (the normal distribution) or asymmetrical (the beta distribution). A normal distribution implies that the probability of an event taking the most likely time is one that is centered on the mean of the distribution (see Figure 9.14). Because pessimistic and optimistic values are estimated at the 95% confidence

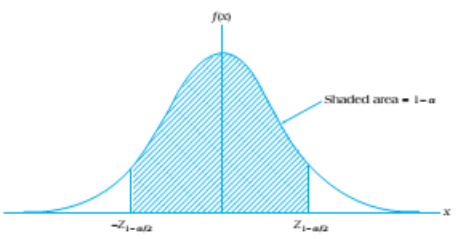


FIGURE 9.14 Symmetrical (Normal) Distribution for Activity Duration Estimation

level from either end of the distribution, they will cancel each other out, leaving the mean value as the expected duration time for the activity.

In real life it is extremely rare to find examples in which optimistic and pessimistic durations are symmetrical to each other about the mean. In project management, it is more common to see probability distributions that are asymmetrical; these are referred to as **beta distributions**. The asymmetry of the probability distribution suggests we recognize that certain events are less likely to occur than others. An activity's optimistic time may lie within one standard deviation from the mean, while its pessimistic time may be as much as three or four standard deviations away. To illustrate, suppose that we began construction on a highway bridge and wished to estimate the length of time (duration) it would take to place the steel girders needed to frame the bridge. We expect that the duration for the framing task will take six days; however, a number of factors could change that duration estimate. We could, for example, experience uncommonly good weather and have no technical delays, allowing us to finish the framing work in only four days. On the other hand, we could have terrible weather, experience delivery delays for needed materials, and lose time in labor disputes, leading to a pessimistic estimate of 14 days. This example demonstrates the asymmetrical nature of duration estimates; while our most likely duration is 6 days, the range can vary from 4 to 14 days to complete the task.

The optimistic and pessimistic duration values essentially serve as upper and lower bounds for the distribution range. Figure 9.15 illustrates a beta distribution with the values m (most likely duration), a (most optimistic duration), and b (most pessimistic duration) identified.

Two assumptions are used to convert the values of m, a, and b into estimates of the expected time (TE) and variance (s^2) of the duration for the activity. One important assumption is that s, the standard deviation of the duration required to complete the task, equals one-sixth of the range for reasonably possible time requirements. The **variance** for an activity duration estimate is given by the formula:

$$s^2 = [(b - a)/6]^2$$

The logic for this assumption is based on the understanding that to achieve a probability distribution with a 99% confidence interval, observations should lie within, three standard deviations of the mean. Multiplying the range of reasonably possible time estimates by 1/6 results in the probability distribution, then, accounts for 99.7% of the possible activity duration alternatives.

Because optimistic and pessimistic times are not symmetrical about the mean, the second assumption refers to the shape of the probability distribution. Again, the beta, or asymmetrical, distribution will be represented by the following equation for the weighted average time (TE) for estimating activities. The beta distribution suggests that the calculation for deriving TE is shown as:

$$TE = (a + 4m + b)/6$$

where

TE = estimated time for activity
a = optimistic time to complete the activity
m = most likely time to complete the activity (the mode of the distribution)
b = pessimistic time to complete the activity



FIGURE 9.15 Asymmetrical (Beta) Distribution for Activity Duration Estimation

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In this calculation, the midpoint between the pessimistic and optimistic values is the weighted arithmetic mean of the mode and midrange, representing two-thirds of the overall weighting for the calculated expected time. The additional weighting is intended to highlight the clustering of expected values around the distribution mean, regardless of the length of both pessimistic and optimistic tails (total distribution standard deviation).

How do we put together all of these assumptions to perform an accurate activity duration estimation? The next step is to construct an activity duration estimate table (see Table 9.2). For simplicity, all numbers shown are in weeks.

Table 9.2 demonstrates the most likely times for each activity based on a reasonably accurate assessment of how long a task *should* take, *could* take if everything went well, and *would* take if everything went poorly. If we assign the value *a* to the most optimistic duration estimate, the project manager must assign a value to this activity such that the actual amount of time needed to complete the activity will be *a* or greater 99% of the time. Conversely, in assigning a value for the most pessimistic duration, *b*, the project manager should estimate the duration of the activity to have a 99% likelihood that it will take *b* or less amount of time.

The standard formula for estimating expected activity duration times is based on the weighting ratio of 1 × optimistic, 4 × likely, and 1 × pessimistic. Researchers and practitioners alike, however, have found that this ratio is best viewed as a heuristic whose basic assumptions are affected by a project's unique circumstances. One argument holds that the above ratio is far too optimistic and does not take into consideration the negative impact created when the worst-case or pessimistic estimate proves accurate. Furthermore, given the inherent uncertainty in many projects, significant levels of risk must be accounted for in all probabilistic estimates of duration.

Extensive research into the topic of improving the accuracy of activity duration estimation has not led to definitive results. Modeling techniques such as Monte Carlo simulation and linear and nonlinear programming algorithms generally have demonstrated that the degree of uncertainty in task durations can have a significant impact on the optimum method for duration estimation. Because uncertainty is so common in activity estimation, more than one activity estimate may be reasonably held. The goal is to achieve a **confidence interval** that provides the highest reasonable probability of being accurate. Probability estimation using 99% confidence intervals represents a degree of confidence few project managers would be willing to demonstrate (according to Meredith and Mantel [2003], 7 [illegible] the [illegible] of [illegible] [illegible] [illegible]

TABLE 9.3 Estimated Project Activity Times Using Beta Distribution

Name: Project Delta

Durations are listed in weeks

Activity	Description	TE (1:4:1 ratio)/6
A	Contract signing	5
B	Questionnaire design	5
C	Target market ID	6
D	Survey sample	12.7
E	Develop presentation	5.8
F	Analyze results	4.2
G	Demographic analysis	9.3
H	Presentation to client	2.2

Constructing the Critical Path

LO 9.5 Construct the critical path for a project schedule network using forward and backward passes, determine project slack, and calculate the probability of finishing on time.

The next step is to link activity duration estimates and begin construction of the critical path. Critical path calculations link activity durations to the preconstructed project activity network. This point is important: the project network is first developed using activity precedence logic, *then*, following task duration estimates, these values are applied in a structured process to each activity to determine overall project length. In addition to allowing us to determine how long the project is going to take, adding duration estimates to the network logic also reveals which activities can be delayed, the work duration, the slack, and earliest times each activity can be started or must be completed, and the latest and earliest times each activity can be completed.

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CALCULATING WITH NETWORKS

The process for developing the network with time estimates is fairly straightforward. Once the activity network and duration estimates are in place, the actual network calculation computations can proceed. Look again at the network in Figure 9.10 and the duration estimates given in Table 9.3 that assume a beta distribution. In this example, the time estimates are rounded to the nearest whole integer. The activity information is summarized in Table 9.4.

TABLE 9.4 Project Information

Project Delta

Activity	Description	Predecessors	Estimated Duration
A	Contract signing	None	5
B	Questionnaire design	A	5
C	Target market ID	A	6
D	Survey sample	B, C	13
E	Develop presentation	B	6
F	Analyze results	D	4
G	Demographic analysis	C	9
H	Presentation to client	E, F, G	2

The methodology for using this information to create a critical path requires two steps: a *forward pass* through the network from the first activity to the last and a *backward pass* through the network from the final activity to the beginning. The forward pass is an additive process that calculates the earliest times an activity can begin and end. Once we have completed the forward pass, we will know how long the overall project is expected to take. The backward pass is a subtractive process that gives us information on when the latest activities can begin and end. Once both the forward and backward passes have been completed, we will also be able to determine individual activity float and, finally, the project's critical path.

After labeling the network with the activity durations, we begin to determine the various paths through the network. Figure 9.16 shows a partial activity network with durations labeled for each of the eight project activities. Each path is discovered by assessing all possible sequences of precedence activities from the beginning node to the end. Here, we can identify four separate paths, labeled:

Path One: A – B – E – H
Path Two: A – B – D – F – H
Path Three: A – C – D – F – H
Path Four: A – C – G – H

Since we now know the activity times for each task, we can also identify the critical path. The *critical path* is defined as the "series of interdependent activities of a project, connected end-to-end, which determines the shortest total length of the project."[8] The shortest total length of time needed to complete a project is determined by the *longest path* through the network. The length of the four paths listed above can be derived simply by adding their individual activity durations together. Hence,

Path One: A – B – E – H = 18 weeks
Path Two: A – B – D – F – H = 29 weeks
Path Three: A – C – D – F – H = 30 weeks
Path Four: A – C – G – H = 22 weeks

Path Three, which links the activities A – C – D – F – H, is scheduled for a duration of 30 weeks and is the critical path. Any inaction on these activities will delay the entire project.

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THE FORWARD PASS

As we move through the network, information on activity earliest times is developed. The forward pass is used to determine the earliest times each activity can begin and the earliest it can be completed. The process is iterative; each step builds on the information contained in the node immediately preceding it in the network. The beginning activity, contract signing, can be started at time 0 (immediately). Therefore,

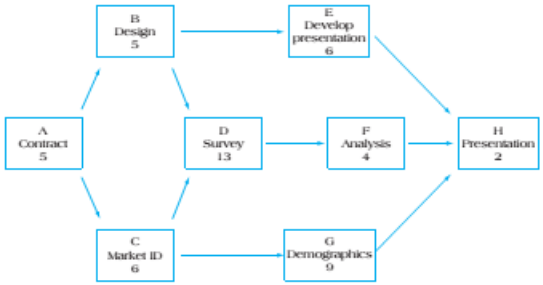


FIGURE 9.16 Partial Project Activity Network with Task Durations

the earliest that activity A can be completed is on day 5. Early finish for any activity (EF) is found by taking its early start (ES) time and adding its activity duration (ES + Dur = EF). Therefore, activity B (questionnaire design) has an activity early start time of 5. This value corresponds to the early finish of the activity immediately preceding it in the network. Likewise, activity C, which is also dependent upon the completion of activity A to start, has an early start of 5. The early finish for activity B, calculated by (ES + Dur = EF), is 5 + 5, or 10. The early finish for activity C is found by 5 + 6 = 11. Figure 9.17 shows the process for developing the forward pass through the activity network.

The first challenge occurs at activity D, the merge point for activities B and C. Activity B has an early finish (EF) time of 10 weeks; however, activity C has an EF of 11 weeks. What should be the activity early start (ES) for activity D?

In order to answer this question, it is helpful to review the rules that govern the use of forward pass methodology. Principally, there are three steps for applying the forward pass:

1. Add all activity times along each path as we move through the network (ES + Dur = EF).
2. Carry the EF time to the activity nodes immediately succeeding the recently completed node. That EF becomes the ES of the next node, unless the succeeding node is a merge point.
3. At a merge point, the largest preceding EF becomes the ES for that node.

Applying these rules, at activity D, a merge point, we have the option of applying either an EF of 10 (activity B) or of 11 (activity C) as our new ES. Because activity C's early finish is larger, we would select the ES value of 11 for this node. The logic for this rule regarding merge points is important: remember that early start is defined as the earliest an activity can begin. When two or more immediate predecessors have varying EF times, *the earliest the successor can begin is when all preceding activities have been completed.* Thus, we can determine that it would be impossible for activity D to begin at week 10 because one of its predecessors (activity C) would not have been finished by that point.

If we continue applying the forward pass to the network, we can work in a straightforward manner until we reach the final node, activity H, which is also a merge point. Activity H has three immediate predecessors, activities E, F, and G. The EF for activity E is 16, the EF for activity F is 28, and the EF for activity G is 20. Therefore, the ES for activity H must be the largest EF, or 28. The [illegible] through the network. Figure 9.17 illustrates the overall network with all early and early finish dates indicated.

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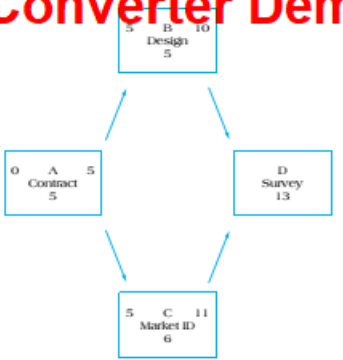


FIGURE 9.17 Partial Activity Network with Merge Point at Activity D

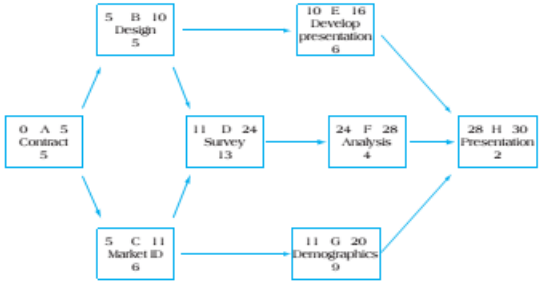


FIGURE 9.18 Activity Network with Forward Pass

THE BACKWARD PASS

We now are able to determine the overall length of the project, as well as each activity's early start and early finish times. When we take the next step of performing the backward pass through the network, we will be able to ascertain the project's critical path and the total float time of each project activity. The backward pass is an iterative process, just as the forward pass is. The difference here is that we begin at the end of the network, with the final node. The goal of the backward pass is to determine each activity's late start (LS) and late finish (LF) times. LS and LF are determined through a subtractive methodology.

In Figure 9.19, we begin the backward pass with the node representing activity H (presentation). The first value we can fill out in the node is the late finish (LF) value for the project. The value we enter is the early finish (EF) of 30 weeks. For the last activity in the project, the EF = LF. Once we have identified the LF of 30 weeks, the LS for activity H is the difference between the LF and the activity's duration; in this case, 30 − 2 = 28. The formula for determining LS is LF − Dur = LS. Thus, the LS for activity H is 28 and the LF is 30. These values are shown in activity H's node. The LS is the bottom left value and the LF is the bottom right value. In order to determine the LF for the next three activities that are linked to activity H (activities E, F, and G), we carry the LS value of activity H backward to these nodes. Therefore, activities E, F, and G will each have 28 as their LF value.

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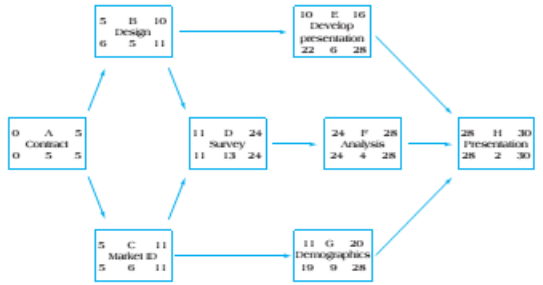


FIGURE 9.19 Activity Network with Backward Pass

Again, we subtract the durations from the LF values of each of the activities. The process continues to proceed backward, from right to left, through the network. However, just as in the forward pass we came upon a problem at merge points (activities D and H), we find ourselves in similar difficulty at the burst points—activities A, B, and C. At these three nodes, more than one preceding activity arrow converges, suggesting that there are multiple options for choosing the correct LF value. Burst activities, as we defined them, are those with two or more immediate successor activities. With activity B, both activities D and E are successors. For activity D, the LS = 11, and for activity E, the LS = 22. Which LS value should be selected as the LF for these burst activities?

To answer this question, we need to review the rules for the backward pass.

1. Subtract activity times along each path as you move through the network (LF − Dur = LS).
2. Carry back the LS time to the activity nodes immediately preceding the successor node. That LS becomes the LF of the next node, unless the preceding node is a burst point.
3. In the case of a burst point, the smallest succeeding LS becomes the LF for that node.

The correct choice for LF for activity B is 11 weeks, based on activity D. The correct choice for activity C, either 11 or 19 weeks from the network diagram, is 11 weeks. Finally, the LS for activity B is 6 weeks and it is 5 weeks for activity C; therefore, the LF for activity A is 5 weeks. Once we have labeled each node with its LS and LF values, the backward pass through the network is completed.

We can now determine the float, or **slack**, for each activity as well as the overall critical path. Again, float informs us of the amount of time an activity can be delayed and still not slow the overall project. Activity float is found through using one of two equations: LF − EF = Float or LS − ES = Float. Consider activity E with 12 weeks of float. Assume the worst-case scenario, in which the activity is unexpectedly delayed 10 weeks, starting on week 20 instead of the planned week 10. What are the implications of this delay on the overall project? None. With 12 weeks of float for activity E, a delay of 10 weeks will not affect the overall length of the project or delay its completion. What would happen if the activity were delayed by 14 weeks? The ES, instead of 10, is now 24. Adding activity duration (6 weeks), the new EF is 30. Take a look at the network shown in Figure 9.20 to see the impact of this delay. Because activity H is a merge point for activities E, F, and G, the largest EF value is the ES for the final node. The new largest EF is 30 in activity E. Therefore, the new node ES = ES + Dur, or 30 + 2 = 32. The effect of exposing available slack delays the project by 2 weeks.

However, before we can determine slack for activity E, we must *determine the critical path by performing the forward and backward passes through the network*. Until we have done the calculations for ES, EF, LS, and LF, we cannot be certain which activities have float associated with them and which do not. Using this information to determine the project critical path suggests that *the critical path is the series of activities with no slack*. Now that we have all the information, we can determine the critical path by linking the nodes with no float: A − C − D − F − H. The only time this rule is violated is

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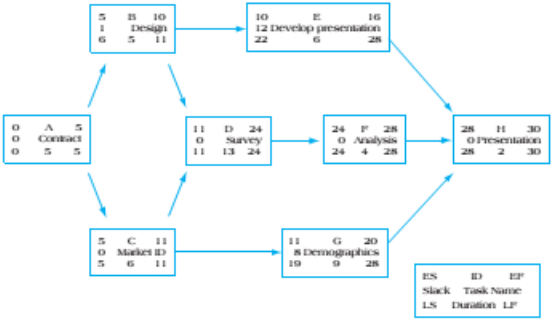


FIGURE 9.20 Project Network with Activity Slack and Critical Path

when an arbitrary value has been used for the project LF; for example, suppose that a critical deadline date is inserted at the end of the network as the LF. Regardless of how many days the project is calculated to take based on the forward pass calculation, if a deadline is substituted for the latest possible date to complete the project (LF), there is going to be some negative float associated with the project. *Negative float* refers to delays in which we have used up all available safety, or float, and are now facing project delays. For example, if top management unilaterally sets a date that allows the project only 28 weeks to the LF, the project critical path will start with 2 weeks of negative slack. It is often better to resolve problems of imposed completion dates by paring down activity estimates rather than beginning the project with some stored negative float.

We can also determine path float; that is, the linkage of each node within a noncritical path. The path A – B – E – H has a total of 13 weeks of float; however, it may be impossible to "borrow" against the float of later activities if the result is to conflict with the critical path. Although there are 13 weeks of float for the path, activity B cannot consume more than one week of the total float before becoming part of the critical path. This is because B is a predecessor activity to activity D, which is on the critical path. Using more than one week of extra float time to complete activity B will result in delaying the ES for critical activity D and thereby lengthening the project's critical path.

PROBABILITY OF PROJECT COMPLETION

Calculating the critical path in our example shows us that the expected completion of Project Delta was 30 weeks, but remember that our original time estimates for each activity were probabilistic, based on the beta distribution. This implies that there is the potential for variance (perhaps *serious* variance) in the overall estimate for project duration. Variations in activities on the critical path can affect the overall project completion time and possibly delay it significantly. As a result, it is important to consider the manner in which we calculate and make use of activity duration variances. Recall that the formula for variance in activity durations is:

$$s^2 = [(b - a)/6]^2, \text{ where } b \text{ is the most pessimistic time and } a \text{ is the most optimistic}$$

Determining the individual activity variances is straightforward. As an example, let's refer back to Activity A, the initial activity in Project Delta, and its optimistic (3 days) and pessimistic times (11 days, respectively). We calculate its variance as:

$$\text{Activity A: } [(11 - 3)/6]^2 = (8/6)^2 = 64/36, \text{ or } 1.78 \text{ weeks}$$

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Such information is important for project managers because we want to know not just likely times for activities but also how much confidence we can place in these estimates; thus, for our project's activity A, we can see that although it is most likely that it will finish in 5 weeks, there is a considerable amount of variance in that estimate (nearly 2 weeks). It is also possible to use this information to calculate the expected variance and standard deviation for all activities in our Project Delta, as Table 9.5 demonstrates.

TABLE 9.5 Expected Activity Durations and Variances for Project Delta

Activity	Optimistic (*a*)	Most Likely (*m*)	Pessimistic (*b*)	Expected Time	Variance $[(b - a/6]^2$
A	3	4	11	5	$[(11 - 3)/6]^2 = 64/36 = 1.78$
B	2	5	8	5	$[(8 - 2)/6]^2 = 36/36 = 1.00$
C	3	6	9	6	$[(9 - 3)/6]^2 = 36/36 = 1.00$
D	8	12	20	12.7	$[(20 - 8)/6]^2 = 144/36 = 4.00$
E	3	5	12	5.8	$[(12 - 3)/6]^2 = 81/36 = 2.25$
F	2	4	7	4.2	$[(7 - 2)/6]^2 = 25/36 = 0.69$
G	6	9	14	9.3	$[(14 - 6)/6]^2 = 64/36 = 1.78$
H	1	2	4	2.2	$[(4 - 1)/6]^2 = 9/36 = 0.25$

We can use the information in Table 9.5 to calculate the overall project variance as well. Project variance is found by summing the variances of all *critical* activities and can be represented as the following equation:

$$\sigma_p^2 = \text{Project variance} = \sum(\text{variances of activities on critical path})$$

Thus, using our example, we can calculate the overall project variance and standard deviation for Project Delta. Recall that the critical activities for this project were A – C – D – F – H. For the overall project variance, the calculation is:

$$\text{Project variance } (\sigma_p^2) = 1.78 + 1.00 + 4.00 + .69 + .25 = 7.72$$

The project standard deviation (σ_p) is found as:

$$\sqrt{\text{Project variance}} = \sqrt{7.72} = 2.78 \text{ weeks.}$$

This project variance information is useful for assessing the probability of on-time project completion because PERT estimates make two more helpful assumptions: (1) total project completion times use a normal probability distribution, and (2) the activity times are statistically independent. As a result, the normal bell curve shown in Figure 9.21 can be used to represent project completion dates. Normal distribution here implies that there is a 50% likelihood that Project Delta's completion time will be less than 30 weeks and a 50% chance that it will be greater than 30 weeks. With this information we are able to determine the probability that our project will be finished on or before a particular time.

Suppose, for example, that it is critical to our company that Project Delta finishes before 32 weeks. Although the schedule calls for a 30-week completion date, remember that our estimates are based on probabilities. Therefore, if we wanted to determine the probability that the project would finish no later than 32 weeks, we would need to determine the appropriate area under the normal curve from Figure 9.22 that corresponds to a completion date on or before week 32. We can use a standard normal equation to determine this probability. The standard normal equation is applied as follows:

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$$Z = (\text{Due date} - \text{Expected date of complection})/\sigma_p$$

$$= (32 - 30)/2.78 \text{ or } 0.72$$

where Z is the number of standard deviations the target date (32 weeks) lies from the mean or expected date to completion (30 weeks). We can now use a normal distribution table (see Appendix A) to determine that a Z value of 0.72 indicates a probability of 0.7642. Thus, there is a 76.42% chance that Project Delta will finish on or before the critical date of 32 weeks. Visually, this calculation



FIGURE 9.21 Probability Distribution for Project Delta Completion Times

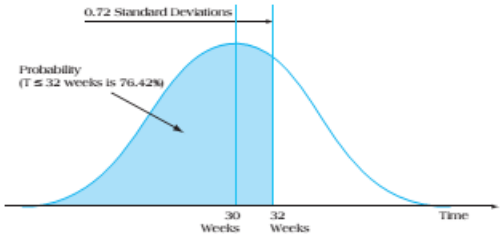


FIGURE 9.22 Probability of Completing Project Delta by Week 32

would resemble the picture in Figure 9.22, showing the additional two weeks represented as part of the shaded normal curve to the left of the mean.

Remember from this example that the 32-week deadline is critical for the company to meet. How confident would we be in working on this project if the likelihood of meeting that deadline was only 76.42%? Odds are that the project team (and the organization) might find a 76% chance of success in meeting the deadline unacceptable, which naturally leads to the question: How much time will the project team need in order to guarantee delivery with a high degree of confidence?

The first question that needs to be answered is: What is the minimal acceptable likelihood percentage that an organization needs when making this decision? For example, there is a big difference in requiring a 99% confidence of completion versus a 90% likelihood. Let's suppose that the organization developing Project Delta requires a 95% likelihood of on-time delivery. Under this circumstance, how much additional time should the project require to ensure a 95% likelihood of on-time completion?

We already know that the [illegible] Z-score of 2.00 [illegible] 97.72%. The tables indicate that for 95% probability, a Z-score of 1.65 most closely represents this likelihood. We can rewrite the previous standard normal equation and solve for the due date as follows:

$$\text{Due Date} = \text{Expected Project Completion Time} + (Z)(\sigma_{cp})$$
$$= 30 \text{ weeks} + (1.65)(2.78)$$
$$= 34.59 \text{ weeks}$$

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If the project team can negotiate for an additional 4.59 weeks, they have a very strong (95%) likelihood of ensuring that Project Delta will be completed on time.

It is important to consider one final point regarding estimating probabilities of project completion. So far, we have only addressed activities on the critical path because logically, they define the overall length of a project. However, there are some circumstances where it may also be necessary to consider noncritical activities and their effect on overall project duration, especially if those activities have little individual slack time and a high variance. For example, in our Project Delta example, activity B has only 1 week of slack and there is sufficient variance of 1.00. In fact, the pessimistic time for activity B is 8 weeks, which would cause the project to miss its target deadline of 30 weeks, even though activity B is not on the critical path. For this reason, it may be necessary to calculate the individual task variances not only for critical activities, but for all project activities, especially those with higher variances. We can then calculate the likelihood of meeting our projected completion dates for all paths, both critical and noncritical.

LADDERING ACTIVITIES

The typical PERT/CPM network operates on the assumption that a preceding activity must be completely finished before the start of the successor task. In many circumstances, however, it may be possible to begin a portion of one activity while work continues on other elements of the task, particularly in lengthy or complex projects. Consider a software development project for a new

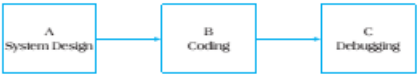


FIGURE 9.23 AON Network for Programming Sequence Without Laddering

order-entry system. One task in the overall project network could be to create the Visual Basic code composed of several subroutines to cover the systems of multiple departments. A standard PERT chart would diagram the network logic from coding through debugging as a straightforward logical sequence in which system design precedes coding, which precedes debugging (see Figure 9.23). Under severe time pressure to use our resources efficiently, however, we might want to find a method for streamlining, or making the development sequence more efficient.

Laddering is a technique that allows us to redraw the activity network to more closely sequence project subtasks so the overall network sequence becomes more efficient. Figure 9.24 shows our software development path with laddering. Note that for simplicity's sake we have divided the steps of design, coding, and debugging into three subtasks. The number of ladders constructed is typically a function of the number of identified break points of logical substeps available. If we assume that the software design and coding project has three significant subroutines, we can create a laddering effect that allows the project team to first complete design phase 1, then move to design phase 2 while coding of design phase 1 has already started. As we move through the laddering process, by the time our designers are ready to initiate design phase 3 in the project, the coders have started on the second subroutine and the debugging staff are ready to begin debugging subroutine 1. The overall effect of laddering activities is to streamline the linkage and sequencing between activities and keep our project resources fully employed.

HAMMOCK ACTIVITIES

Hammock activities can be used as summaries for some subsets of the activities identified in the overall project network. If the firm needs an outside consultant to handle the coding activities for [illegible] to [illegible] network path for consultant tasks and serves as an aggregation of task durations for the activities it "rolls up." Duration for a hammock is found by first identifying all tasks to be included and then [illegible] their individual activity durations of 6, 14, and 6 days, respectively.

Hammocks allow the project team to better disaggregate the overall project network into logical summaries. This process is particularly helpful when the project network is extremely complex or consists of a large number of individual activities. It is also useful when the project budget is actually shared among a number of cost centers or departments. Hammocking the activities that are assignable to each cost center makes the job of cost accounting for the project much easier.

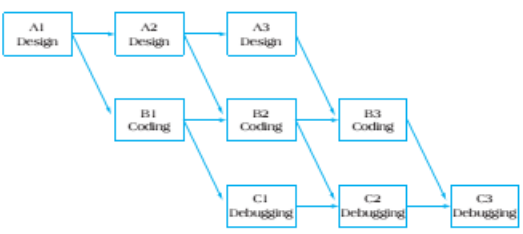


FIGURE 9.24 AON Network with Laddering Effect

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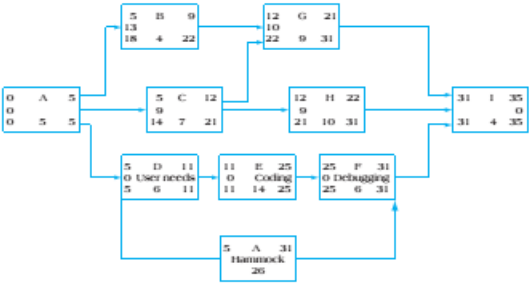


FIGURE 9.25 Example of a Hammock Activity

OPTIONS FOR REDUCING THE CRITICAL PATH

It is common when constructing an activity network and discovering the expected duration of the project to look for ways in which the project can be shortened. To do this, start with an open mind to critically evaluate how activity durations were estimated, how the network was originally constructed, and to recognize any assumptions that guided the creation of the network. Reducing the critical path may require several initiatives or steps, but they need to be internally consistent (that is, their combined effects do not cancel each other out) and logically prioritized.

Table 9.6 shows some of the more common methods for reducing the critical path for a project. The options include not only those aimed at adjusting the overall project network, but also options that address the individual tasks in the network themselves. Among the alternatives for shrinking the critical path are:

1. ***Eliminate tasks on the critical path.*** It may be the case that some of the tasks that are found on the critical path can be eliminated if they are not necessary or can be moved to noncritical paths with extra slack that will accommodate them.
2. ***Re-plan serial paths to be in parallel.*** In the rush to get a project started, it is very easy to load with serial activities that could just as easily be moved to parallel or concurrent paths in the network. Group brainstorming can help determine alternative methods for pulling serial activities off the critical path and moving them to concurrent, noncritical paths.
3. ***Overlap sequential tasks.*** Laddering is a good method for overlapping sequential activities. Rather than developing a long string of serial tasks, laddering identifies subpoints within the activities where project team members can begin to perform concurrent operations.
4. ***Shorten the duration of critical path tasks.*** This option must be explored carefully. The underlying issue here must be to first examine the assumptions that guided the original activity duration estimates for the project. Was beta distribution used reasonably? Were the duration estimates for tasks excessively padded by the project manager or team? Depending

TABLE 9.6 Steps to Reduce the Critical Path

Eliminate tasks on the critical path.
Re-plan serial paths to be in parallel.
Overlap sequential tasks.
Shorten the duration of critical path tasks.
Shorten early tasks.
Shorten longest tasks.
Shorten easiest tasks.
Shorten tasks that cost the least to speed up.

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upon the answers to these questions, it may indeed be possible to shorten the duration of critical path activities. Sometimes, however, simply shrinking duration estimates by some set amount (e.g., 10% off all duration estimates) all but guarantees that the project will come in behind schedule.

5. ***Shorten early tasks.*** Early tasks in a project are sometimes shortened before later tasks because they are usually more precise than later ones. There is greater uncertainty in a schedule for activities set to occur at some point in the future. Many project managers see that there is likely to be little risk in shortening early tasks, because any lags in the schedule can be made up downstream. Again, however, any time we purposely shorten project activities we need to be aware of possible ripple effects through the network as these adjustments are felt later.
6. ***Shorten longest tasks.*** The argument for shortening long tasks has to do with relative shrinkage; it is less likely that shortening longer activities will lead to schedule problems for the overall project network because longer duration tasks can more easily absorb cuts without having an impact on the overall project. For example, shortening a task with 5 days' duration by 1 day represents a 20% cut in the duration estimate. On the other hand, shortening a task of 20 days' duration by 1 day results in only a 5% impact on that activity.
7. ***Shorten easiest tasks.*** The logic here is that the learning curve for a project activity can make it easier to adjust an activity's duration downward. From a cost and budgeting perspective, we saw in Chapter 8 that learning curve methodology does result in lower costs for project activities. Duration estimates for easiest tasks can be overly inflated and can reasonably be lowered without having an adverse impact on the project team's ability to accomplish the task in the shortened time span.
8. ***Shorten tasks that cost the least to speed up.*** "Speeding up" tasks in a project is another way of saying the activities are being crashed. We will cover the process of crashing project activities in more detail in Chapter 10. The option of crashing project activities is one that must be carefully considered against the time/cost trade-off so that the least expensive activities are speeded up.

This chapter has introduced the essential elements in beginning a project schedule, including the logic behind constructing a project network, calculating activity duration estimates, and converting [illegible] ing and [illegible] important if we are to become experts in the process of project scheduling. These topics will be covered in subsequent chapters.

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BOX 9.1

Project Management Research in Brief

Software Development Delays and Solutions

One of the most common problems in IT project management involves the schedule delays found in software development projects. Time and cost overruns in excess of 100% on initial schedules are the industry average. A study by Callahan and Moretton (2001) sought to examine how these delays could be reduced. Analyzing the results of 44 companies involved in software development projects, they found that the level of experience firms had with IT project management had a significant impact on the speed with which they brought new products to market. When companies had little experience, the most important action they could take to speed up development times was to interact with customer groups and their own sales organizations early and often throughout the development cycle. The more information they were able to collect on the needs of their customers, the faster they could develop their software products. Also, the study found that frequent testing and multiple design iterations sped up the delivery time.

For firms with strong experience in developing software projects, Callahan and Moretton found that the most important determinants of shorter development cycles were developing relationships with external suppliers, particularly during the product requirements, system design, and beta testing phases of the project. Supplier involvement in all phases of the development cycle proved to be key to maintaining aggressive development schedules.[10]

Summary

9.1 ***Understand the importance of project scheduling techniques.*** Project scheduling techniques lie at the heart of project planning and subsequent monitoring and control. Scheduling techniques allow project managers to carefully plan for the activities in their project, how they interact with each other, and how their individual durations and can calculated and combined to form a plan for project completion and a schedule to follow. The chapter discussed the manner in which network logic is employed. Following the creation of project tasks, through use of Work Breakdown Structures, it is necessary to apply logic to these tasks in order to identify those activities that are considered predecessors (coming earlier in the network) and those that are successors (coming later, or after the predecessor activities have been completed).

9.2 ***Understand and apply key scheduling terminology.*** Key processes in project scheduling include how activity networks are constructed, task durations are estimated, the critical path and activity float are calculated, and lag relationships are built into activities.

9.3 ***Develop an activity network using Activity-on-Node (AON) techniques.*** The chapter examined the process for creating an AON network through identification of predecessor relationships among project activities. Once these relationships are known, it is possible to begin linking the activities together to create a network. The AON (Activity-on-Node) approach applies the logic of assigning all tasks as specific "nodes" in the network and linking them with arrows to identify the predecessor-successor relationships.

9.4 ***Perform duration estimation by employing the use of probabilistic estimating techniques.*** Activity duration estimation is accomplished through first identifying the various tasks in a project and then applying a method for estimating the duration of each of these activities. Among the methods that can aid us in estimating activity durations are (1) noncomputational techniques, such as examining past records for similar tasks that were performed at other times in the organization and obtaining expert opinion; (2) deriving duration estimates through computational, or mathematical, analysis; and (3) using the Program Evaluation and Review Technique (PERT), which uses probabilities to estimate a task's duration. In applying PERT, the formula for employing a beta probability distribution is to first determine optimistic, most likely, and pessimistic estimates for the duration of each activity and then assign them in a ratio of:

$$[(1 \times \text{optimistic}) + (4 \times \text{most likely}) + (1 \times \text{pessimistic})]/6$$

9.5 ***Construct the critical path for a project schedule network using forward and backward passes,*** determine project slack, and calculate the probability of finishing on time. Conducting the forward pass allows us to determine the overall expected duration for the project by using the decision rules, adding early start plus activity duration to determine early finish, and then applying this early finish value to the next node in the network, where it becomes that activity's early start. We then use our decision rules for the backward pass to identify all activities and paths with float and the project's critical path (the project path with no float time).

Once the network linking all project activities has been constructed, it is possible to begin determining the estimated duration of each activity. Duration estimation is most often performed using probabilistic estimates based on Program Evaluation and Review Technique (PERT) processes, in which optimistic, most likely, and pessimistic duration estimates for each activity are collected. Using a standard formula based on the statistically derived beta distribution, project activity durations for each task are determined and used to label the activity nodes in the network.

Using activity durations and the network, we can identify the individual paths through the network and then get to the critical path. The project's critical path is defined as the activities of a project which, when linked, define its shortest total length. The critical path identifies how quickly we can complete the project. Other paths contain activities that have, to some degree, float or slack time associated with them. The identification of the critical path and activity float times is done through using a forward and backward pass process in which each activity's early start (ES), early finish (EF), late start (LS), and late finish (LF) times are calculated.

Because PERT estimates are based on a range of estimated times (optimistic, most likely, pessimistic), there will be some variance associated with these values and expected task duration. Determining the variance of all activities on the critical (and noncritical) paths allows us to more accurately forecast the probability of completing the project on or before the expected finish date. We can also use the standard normal equation (and associated Z score) to forecast the additional time needed to complete a project under different levels of overall confidence.

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Key Terms

Activities (also called Tasks) *(p. 315)*
Activity-on-Arrow (AOA) *(p. 318)*
Activity-on-Node (AON) *(p. 318)*
Arrow *(p. 318)*
Backward pass *(p. 318)*
Beta distributions *(p. 326)*
Burst activity *(p. 318)*
Concurrent *(p. 321)*
Confidence interval *(p. 327)*
Crashing *(p. 319)*
Critical path *(p. 318)*
Critical Path Method (CPM) *(p. 318)*
Durations *(p. 324)*
Early start (ES) date *(p. 318)*
Event *(p. 317)*
Float (also called slack) *(p. 318)*
Forward pass *(p. 318)*
Hammock activities *(p. 336)*
Laddering *(p. 336)*
Late start (LS) date *(p. 318)*
Linked activities *(p. 315)*
Merge activity *(p. 318)*
Network diagram *(p. 316)*
Node *(p. 318)*
Path *(p. 317)*
Predecessors *(p. 318)*
Program Evaluation and Review Technique (PERT) *(p. 318)*
Project network diagram (PND) *(p. 317)*
Project scheduling *(p. 315)*
Resource-limited schedule *(p. 318)*
Scope *(p. 317)*
Serial activities *(p. 320)*
Slack (also called float) *(p. 332)*
Successors *(p. 318)*
Tasks (see Activities) *(p. 315)*
Variance (activity and project) *(p. 326)*
Work Breakdown Structure (WBS) *(p. 317)*
Work package *(p. 317)*

Solved Problems

9.1 CREATING AN ACTIVITY NETWORK

Assume the following information:

Activity	Predecessors
A	—
B	A
C	B
D	B
E	C, D
F	C
G	E, F
H	D, G

Create an activity network that shows the sequential logic between the project tasks. Can you identify merge activities? Burst activities?

SOLUTION

This activity network can be solved as shown in Figure 9.26. The merge points in the network are activities E, G, and H. The burst activities are activities B, C, and D.

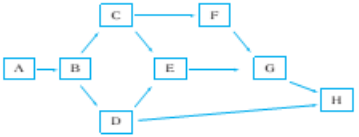


FIGURE 9.26 Solution to Solved Problem

9.2 CALCULATING ACTIVITY DURATIONS AND VARIANCES

Assume that you have the following pessimistic, likely, and optimistic estimates for how long activities are estimated to take. Using the beta distribution, estimate the activity durations and variances for each task.

Activity	Pessimistic	Likely	Optimistic
A	7	5	2
B	12	8	4
C	14	8	6
D	20	10	6
E	8	3	3
F	10	5	3
G	12	6	4
H	16	6	5

SOLUTION

Remember that the beta distribution calculates expected activity duration (TE) as:

$$TE = (a + 4m + b)/6$$

Where

TE = estimated time for activity
a = most optimistic time to complete the activity
m = most likely time to complete the activity, the mode of the distribution
b = most pessimistic time to complete the activity

The formula for activity variance is:

$$s^2 = [(b - a)/6]^2$$

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Therefore, in calculating expected activity duration (TE) and variance for each task we find the value as shown in the table below:

	Duration Estimates				
Activity	Pessimistic	Likely	Optimistic	TE (Beta)	Variance
A	7	5	2	4.8	$[(7-2)/6]^2 = 25/36 = 0.69$
B	5	3	2	3.2	$[(5-2)/6]^2 = 9/36 = 0.25$
C	14	8	6	8.7	$[(14-6)/6]^2 = 64/36 = 1.78$
D	20	10	6	11.0	$[(20-6)/6]^2 = 196/36 = 5.44$
E	8	3	3	3.8	$[(8-3)/6]^2 = 25/36 = 0.69$
F	10	5	3	5.5	$[(10-3)/6]^2 = 49/36 = 1.36$
G	12	6	4	6.7	$[(12-4)/6]^2 = 64/36 = 1.78$
H	16	6	5	7.5	$[(16-5)/6]^2 = 121/36 = 3.36$

9.3 DETERMINING CRITICAL PATH AND ACTIVITY SLACK

Assume we have a set of activities, their expected durations, and immediate predecessors. Construct an activity network, identifying the critical path and all activity slack times.

Activity	Predecessors	Expected Duration
A	—	6
B	A	7
C	A	8
D	B	5
E	C	4
F	C	5
G	D, E	6
H	F, G	3

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SOLUTION

We follow an iterative process of creating the network and labeling the nodes as completely as possible. Then, following Figure 9.27, we first conduct a forward pass through the network to determine that the expected duration of the project is 27 days. Using a backward pass, we can determine the individual activity slack times as well as the critical path. The critical path for this example is as follows: A – B – D – G – H. Activity slack times are:

C = 1 day
E = 1 day
F = 5 days

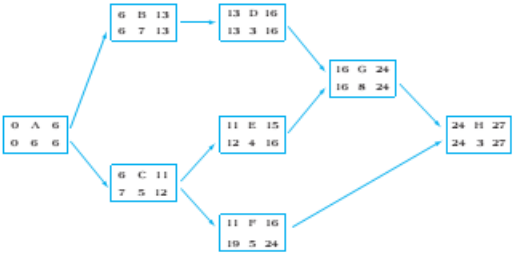


FIGURE 9.27 Solution to Solved Problem 9.3

Discussion Questions

9.1 Define the following terms:
- a. Path
- b. Activity
- c. Early start
- d. Early finish
- e. Late start
- f. Late finish
- g. Forward pass
- h. Backward pass
- i. Node
- j. AON
- k. Float or Slack
- l. Critical path
- m. PERT

9.2 Distinguish between serial activities and concurrent activities. Why do we seek to use concurrent activities as a way to shorten a project's length?

9.3 List three methods for deriving duration estimates for project activities. What are the strengths and weaknesses associated with each method?

9.4 In your opinion, what are the chief benefits and drawbacks of using beta distribution calculations (based on PERT techniques) to derive activity duration estimates?

9.5 "The shortest total length of a project is determined by the longest path through the network." Explain the concept behind this statement. Why does the longest path determine the shortest project length?

9.6 The float associated with each project task can only be derived following the completion of the forward and backward passes. Explain why this is true.

Problems

9.7 Consider a project such as moving to a new neighborhood, completing a long-term school assignment, or even cleaning your bedroom. Develop a set of activities necessary to accomplish that project, and then order them in a precedence manner to create sequential logic. Explain and defend the number of steps you identified and the order in which you placed those steps for best completion of the project.

9.8 What is the duration of an activity that has an optimistic estimate is 4 days, pessimistic is 12 days, and most likely is 5 days? Show your work.

9.9 What is the time estimate of an activity in which the optimistic time is 6 days, most likely time is 8 days, and pessimistic time is 14 days? Show your work.

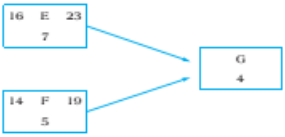
9.10 Using the following information, develop an activity network for Project Alpha:

Activity	Preceding Activities
A	—
B	A
C	A
D	B, C
E	B
F	D
G	C
H	E, F, G

9.11 Construct a network activity diagram based on the following information:

Activity	Preceding Activities
A	—
B	A
C	A
D	A
E	B
F	B
G	E, F
H	F
I	G, H
J	I

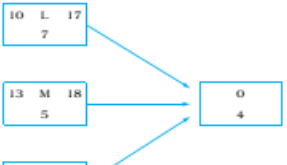
9.12 You have a partial network for your project, and you are about to conduct a forward pass through it. Explain why the early start (ES) for activity G is 23 days, not 19 days. Remember, activity G is a merge activity.



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9.13 Referring to the figure in Problem 9.12, suppose that Activity G was the last activity in the network and you were about to start a backward pass.
   a. What is the project's duration? (Hint: complete the forward pass)
   b. What are the late finish (LF) and late start (LS) values for activities E, F, and G?
   c. Which activity has slack time? How many days?

9.14 Referring to the figure shown below, suppose that Activity O was the last activity in the network and you were about to start a backward pass.
   a. What is the project's duration? (Hint: complete the forward pass)
   b. What are the late finish (LF) and late start (LS) values for activities L, M, N, and O?
   c. Which activities have slack time? How many days?



9.15 Your university is holding a fund-raiser and will be hiring a band to entertain spectators. You have been selected to [illegible] as [illegible] Develop a complete work breakdown structure and duration estimates for the activities involved in site preparation for the event. Construct a network activity diagram based on the following information:

Activity	Description	Predecessors	Duration (Days)
A	Site selection	None	4
B	Buy concessions	A	4
C	Rent facilities	A	2
D	Build stands	A	5
E	Generator & wiring installation	C	2
F	Security	B	4
G	Lighting installation	E	2
H	Sound system installation	E, F	2
I	Stage construction	D	3
J	Tear down	G, H, I	4

   a. Conduct both a forward and backward pass using AON notation. What is the estimated total duration for the project?
   b. Identify all paths through the network. Which is the critical path?
   c. Which activities have slack time?
   d. Identify all burst activities and merge activities.

9.16 Consider the following project tasks and their identified best, likely, and worst-case estimates of task duration. Assume the organization you work for computes TE based on the standard beta distribution formula. Calculate the TE for each of the following tasks (round to the nearest integer):

Activity	Best	Likely	Worst	TE
A	5	5	20	
B	3	5	9	
C	7	21	26	
D	4	4	4	
E	10	20	44	
F	3	15	15	
G	6	9	11	
H	32	44	75	
I	12	17	31	
J	2	8	10	

9.17 Consider the following project tasks and their identified best, likely, and worst-case estimates of task duration. Assume the organization you work for computes TE based on the standard beta distribution formula. Calculate the TE for each of the following tasks (round to the nearest integer):

Activity	Best	Likely	Worst	TE
A	[illegible]	5	10	
B	[illegible]	[illegible]	9	
C	2	5	8	
D	5	8	10	
E	12	16	20	
F	6	10	12	
G	5	9	14	
H	14	16	22	
I	10	14	20	
J	1	2	5	

9.18 Using the information from the following table, create an AON network activity diagram:
   a. Calculate each activity TE (rounding to the nearest integer), the total duration of the project, its early start, early finish, late start, and late finish times, and the slack for each activity. Finally, show the project's critical path.
   b. Now, assume that activity E has taken 10 days past its anticipated duration to complete. What happens to the project's schedule? Has the duration changed? Is there a new critical path? Show your conclusions.

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Activity	Preceding Activities	Best	Likely	Worst
A	—	12	15	25
B	A	4	6	11
C	—	12	12	30
D	B, C	8	15	20
E	A	7	12	15
F	E	9	9	42
G	D, E	13	17	19
H	F	5	10	15
I	G	11	13	20
J	G, H	2	3	6
K	J, I	8	12	22

9.19 An advertising project manager has developed a program for a new advertising campaign. In addition, the manager has gathered the time information for each activity as shown in the following table:

	Time Estimates (week)			
Activity	Optimistic	Most Likely	Pessimistic	Immediate Predecessor(s)
A	1	4	7	—
B	2	6	10	—
C	6	3	9	B
D	6	9	14	A
E	4	6	14	A, C
F	6	8	16	B
G	2	5	8	D, E

a. Calculate the expected activity times (round to nearest integer).
b. Calculate the activity slacks. What is the total project length? Make sure you fully label all nodes in the network.
c. Identify the critical path. What are the alternative paths, and how much slack time is associated with each non-critical path?
d. Identify the burst activities and the merge activities.
e. Given the activity variances, what is the likelihood of the project finishing on week 24?
f. Suppose you wanted to have 99% confidence in the project finishing on time. How many additional weeks would your project team need to negotiate for in order to gain this 99% likelihood?

9.20 Consider a project with the following information:

Activity	Duration	Predecessors
A	3	—
B	5	A
C	7	A
D	3	B, C
E	5	B
F	4	D
G	2	C
H	5	E, F, G

Activity	Duration	ES	EF	LS	LF	Slack
A	3	0	3	0	3	—
B	5	3	8	8	13	5
C	7	3	10	3	10	—
D	3	10	13	10	13	—
E	5	8	12	13	17	5
F	4	13	17	13	17	—
G	2	10	12	15	17	5
H	5	17	22	17	22	—

a. Construct the project activity network using AON methodology and label each node.
b. Identify the critical path and other paths through the network.

9.21 Use the following information to determine the probability of this project finishing within 34 weeks of its scheduled completion date. Assume activities A – B – D – F – G are the project's critical path.

Activity	Optimistic	Likely	Pessimistic	Expected Time	Variance
A	1	4	8		
B	3	5	9		
C	4	6	10		
D	3	7	15		
E	5	10	16		
F	3	6	15		
G	4	7	12		

a. Calculate the expected durations for each activity.
b. Calculate individual task variances and overall project variance.
c. The company must file a permit request with the local government within a narrow time frame after the project is expected to be completed. What is the likelihood that the project will be finished by week 34?
d. If we wanted to be 99% confident of on-time delivery of the project, how much additional time would we need to add to the project's expected delivery time?

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CASE STUDY 9.1

Moving the Historic Capen House[11]

Once occupied by one of Winter Park, Florida's earliest residents, James Seymour Capen, the majestic Capen House, originally built in 1885, was set to be demolished so buyers could build on its land. Luckily, its new owners decided to give preservationists, who were eager to see the home saved, time to create a plan and raise funds to move the historic house across Lake Osceola. To save the 200-ton historic house, the group of preservationists moved it across the lake in two separate pieces, to where it could rest next to the Albin Polasek Museum.

To accomplish this construction feat, contractor Frank Roark acted almost as a conductor of a symphony composed of moving, interdependent parts. Each part of this seemingly impossible project had to be broken down into small, achievable tasks and sequenced in a way that made logical sense. During a 2013 radio interview with Mr. Roark, the project's chief contractor described the intricacies of the complex project by stating that there were "complicating, challenging factors that add to the excitement and fun of the whole thing."

During the interview, Mr. Roark described the scope of the project work in great detail. He started by explaining how the team would assemble a barge large enough to transport the house. Additionally, he [illegible] the [illegible] along with [illegible]

"Well, what we do is we have to assemble the barge, the barge is big, it's going to have to be 40 feet by 60 feet [illegible] up with a [illegible] barge, truck it into town, and roll it to the dock. So the way it's done is the barge is comprised of individual smaller barges that are typically 10 feet wide and 20 or 40 feet long. Those are brought in on flatbed trucks brought down onto the property, dragged down onto the lake into the water, and then another piece and another piece. Those pieces are pinned together to form a large raft. And you can keep adding those individual pieces until you get a large barge as long as you need to carry the weight of a house. The way that the house is calculated and by knowing what it's made out of and the sizes, and so, the barge is assembled and then a couple of small motor boats, one in the front and one in the back, pull and push it slowly across the lake over to where the house is currently located. It comes up to the shore and then a ramp is built from the barge up onto the shore, obviously a strong ramp. Then the house has to be cut into two pieces because the lot is very narrow down by the lake and the constraints of some existing trees and another building makes it such that the house would not fit between them in one piece. So we have to cut the house in half into two pieces, and we will move each piece one at a time up on wheeled dollies, roll it down to the lake, roll it over the ramp, onto the barge, and then the barge will be motored across the lake where each half will be brought to its eventual resting place. That process is repeated for the second half."

The interviewer continued to ask Mr. Roark about the work required to prepare the other side of the lake where the Capen House would reside once it had been moved. Mr. Roark described a ramp that had to be assembled on that side of the lake as well:

"The ramp has to be assembled again on the other side to allow the house to roll off because the barge, although it only drops about 3-3.5 feet of water, it can't just literally go right onto the shore. It can stop pretty close, but there's going to be some gap there that has to be bridged with the ramp, the ramp has to be wide enough and strong enough that a hundred tons for half of the house can roll over and head up, go on up the property.

Finally, Mr. Roark described the delivery of the house to its final resting place:

[illegible] be, in front of the house, and these would be tow trucks and they have winches on them, and steel cables are [illegible] you would pull the wagon. Well, the house will have a couple of connecting points and the steel cables will go to that the steel beams of the house are actually sitting on. And they will go back up to these tow vehicles, which are anchored in place by some heavy front-end loaders so that those don't slip down towards the house. And so those things start winching the house forward and the house up on wheeled dollies so it starts rolling slowly but it does, it rolls forward. So it's slowly pulled or winched forward and then as it gets closer to the winches, those are then moved further up the hill and the process is repeated where it is winched along a little bit at a time until it gets to the final destination.

Last, but not least, Mr. Roark shared the fact that there were also two obstacles on the lake front of the resting place for the Capen House that had to be handled with considerable care:

(continued)

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"And, there's also a large dock and boat house down on the lake exactly where the barge has to go and where the house has to roll through it. So we have to take the boat house and the dock and put them on it, their own little barge, cut them loose, float them off to the side out of the way, so that we can make way for the large barge and the ramp and the house to roll onto it. And once those house pieces are moved and out of the way we have to float the boat house and the dock and put it right back in the original position."

There is certainly no doubt that it took a well-orchestrated team of dedicated individuals to make this move happen. Once the house was delivered across the lake and reassembled, it was restored into the beautiful historic venue it is today. This construction feat resulted in an admirable transformation: a charming public event space for the Winter Park community to appreciate for many years to come.[12]

Questions

1. Based on the work described by Frank Roark in his radio interview, construct a list of project work activities with IDs, descriptions, and predecessor tasks.
2. Construct an AON network diagram for the activities required to complete the Capen House move. Be sure to visualize the interdependencies of the work tasks and to follow network diagramming conventions.
3. Identify concurrent, merge, and burst activities and explain the impact of convergences upon the project planning process.
4. If you were the project manager for moving the Capen House, what are some of the scheduling challenges you might anticipate with this project based upon your network diagram? How would you ensure project success?

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Internet Exercises

9.22 Go to www.gamedev.net/page/resources/_/business/business-and-law/critical-path-analysis-and-scheduling-for-game-r1440 and click around the site. There are several articles on how to run your own computer game company. Click on articles related to project management and critical path scheduling for game design. Why is project scheduling so important for developing computer games?

9.23 Go to http://management.about.com/lr/project_time_management/174690/1/ and click on "Project Management" on the left side of the screen. When you consider several of the articles on time management in projects, what sense do you get that project scheduling is as much about personal time management as it is about effective scheduling? Cite some articles or information to support or disagree with this position.

9.24 Go to www.infogoal.com/pmc/pmcart.htm and examine some of the archived articles and white papers on project planning and scheduling. Select one article and synthesize the main points. What are the messages the article is intending to convey?

9.25 Key in "project scheduling" for a search of the Web. Hundreds of thousands of hits are generated from such a search. Examine a cross section of the hits. What are some of the common themes found on these Web sites?

9.26 Key in a search with the prompt "projects in ___" in which you select a country of interest (e.g., "projects in Finland"). Many of the projects generated by such a search are government-sponsored initiatives. Discuss the role of proper scheduling and planning for one such project you find on the Internet. Share your findings and the reasons you believe planning was so critical to the project.

MS Project Exercises

Please note that a step-by-step primer on using MS Project 2016 to create project schedules is available in Appendix B. For those considering the following exercises, it would first be helpful to refer to Appendix B for tips on getting started.

Exercise 9.27

Consider the following information that you have compiled regarding [illegible] project. [illegible] regarding predecessor/successor relationships. Using MS Project, develop a simple network diagram for this project, showing the [illegible] the project activities.

Activity	Predecessors
A – Survey site	—
B – Install sewer and storm drainage	A
C – Install gas and electric power lines	A
D – Excavate site for spec house	B, C
E – Pour foundation	D

Exercise 9.28

Suppose we have a complete activity predecessor table (shown here) and we wish to create a network diagram highlighting the activity sequence for this project. Using MS Project, enter the activities and their predecessors and create a complete activity network diagram for this project.

Project—Remodeling an Appliance

Activity		Predecessors
A	Conduct competitive analysis	—
B	Review field sales reports	—
C	Conduct tech capabilities assessment	—
D	Develop focus group data	A, B, C
E	Conduct telephone surveys	D
F	Identify relevant specification [illegible]	F
G	Interface with marketing staff	F
H	Develop engineering specifications	G
I	Check [illegible] design data	G
J	Develop testing protocol	G
K	Identify critical performance levels	J
L	Assess and modify product components	I, K
M	Conduct capabilities assessment	L
N	Identify selection criteria	M
O	Develop RFQ	M
P	Develop production master schedule	N, O
Q	Liaise with sales staff	P
R	Prepare product launch	Q

Exercise 9.29

Suppose that we add some duration estimates to each of the activities from Exercise 9.28. A portion of the revised table is shown here. Recreate the network diagram for this project and note how MS Project uses nodes to identify activity durations, start and finish dates, and predecessors. What is the critical path for this network diagram? How do we know?

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Activity	Duration	Predecessors
A – Survey site	5 days	—
B – Install sewer and storm drainage	9 days	A
C – Install gas and electric power lines	4 days	A
D – Excavate site for spec house	2 days	B, C
E – Pour foundation	2 days	D

PMP Certification Sample Questions

9.30 A building contractor is working on a vacation home and is looking over his schedule. He notices that the schedule calls for the foundation footers to be poured and then the rough floor decking to be installed. In this plan, the decking would be an example of what type of activity?
a. Successor task
b. Predecessor task
c. Lag activity
d. Crashed activity

9.31 Your project team is working on a brand-new project with leading-edge technology. As a result, it is very difficult for your team to give reasonable accurate estimates for how long their activities are going to take in order to be completed. Because of this uncertainty, it would be appropriate for you to require team members to use what kind of logic when estimating durations?
a. Normal distribution
b. Beta distribution
c. Definitive estimates
d. Experience

9.32 Suppose a project plan had three distinct paths through the network. The first path consisted of activities A (3 days), B (4 days), and C (2 days). The second path consisted of activities D (7 days), E (5 days), and F (6 days). The third path consisted of activities G (2 days), H (3 days), and I (10 days). Which is the critical path?
a. ABC
b. DEF
c. GHI
d. ADG

9.33 Activity slack (also known as float) can be calculated through which of the following means?
a. Early finish (EF) – late finish (LF)
b. Early finish (EF) – early start (ES)
c. Late finish (LF) – late start (LS)
d. Late start (LS) – early start (ES)

9.34 Your project team is working from a network diagram. This type of tool will show the team:
a. Activity precedence
b. Duration estimates for the activities and overall schedule
c. The dates activities are expected to begin
d. The network diagram will show none of the above

9.35 What do we mean by an activity's late finish date?
a. The latest an activity can finish without delaying the subsequent activity
b. The latest an activity can finish without delaying the project
c. The pessimistic time from the PERT calculation
d. The earliest starting time for a predecessor activity

9.36 Which of the following would result from activity sequencing?
a. Activity-on-Node diagram
b. External dependencies
c. Resource leveling
d. The project critical path

9.37 Hammock activities are simply:
a. Another name for dependencies
b. An activity sequencing ladder
c. A means for disaggregating the project network into logical summaries
d. The shortest activity path through a network

9.38 The fact that a product must first be prototyped before it can be tested is an example of:
a. A mandatory dependency
b. An external dependency
c. A discretionary dependency
d. A milestone gate

9.39 What is the difference between a Gantt chart and a milestone chart?
a. There is no difference; they are the same thing
b. A milestone chart shows only major events, while a Gantt chart shows more information, including dependencies
c. A milestone chart is a project plan and a Gantt chart is not
d. A Gantt chart is a project plan and a milestone chart is not

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Answers

9.30. a—The decking is a successor task, as it is scheduled to occur after completion of the footers.
9.31. b—The beta distribution would work best because it takes into consideration best-case, most likely, and worst-case estimates.
9.32. c—GHI has a path duration of 15 days.
9.33. d—One way to calculate float is LS – ES, and the other way is LF – EF.
9.34. a—The primary advantage of activity networks is precedence ordering of all project activities.
9.35. b—late finish times refer to the latest an activity can finish without delaying the project.
9.36. a—activity sequencing leads to some type of activity diagram, either AON or AOA designation.
9.37. c—hammocks allow for creating activity summaries in a network.
9.38. a—when one activity cannot be done until a previous activity has been finished, this state refers to a mandatory dependency.
9.39. b—milestone charts only show major events in the project and the Gantt chart provides more information about activity interdependence.

Notes

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10

Project Scheduling

Lagging, Crashing, and Activity Networks

Chapter Objectives

After completing this chapter, you should be able to:

10.1 Apply lag relationships to project activities.

10.2 Construct and comprehend Gantt charts.

10.3 Recognize alternative means to accelerate projects, including their benefits and drawbacks.

10.4 Develop activity networks using Activity-on-Arrow techniques.

10.5 Understand some of the important controversies in the use of project networks.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Plan Schedule Management (PMBoK sec. 6.1)
2. Define Activities (PMBoK sec. 6.2)
3. Sequence Activities (PMBoK sec. 6.3)
4. Precedence Diagramming Method (PMBoK sec. 6.3.2.1)
5. Leads and Lags (PMBoK sec. 6.3.2.3)
6. Estimate Activity Resources (PMBoK sec. 6.4)
7. Estimate Activity Durations (PMBoK sec. 6.5)
8. Develop Schedule (PMBoK sec. 6.6)
9. Schedule Compression (PMBoK sec. 6.6.2.7)
10. Control Schedule (PMBoK sec. 6.7)

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PROJECT PROFILE

Kiruna, Sweden – A Town on the Move!

The city of Kiruna was founded in 1900, and currently has a population of about 18,000 residents. It is the northernmost municipality in Sweden, located well inside the Arctic Circle. From the beginning, Kiruna was a mining town, built at the site of rich iron ore deposits. Mining remains the biggest economy driver in Kiruna but tourism is increasingly becoming important. Surrounding Kiruna are several national parks, the world famous Icehotel, and views of the Northern Lights. It is also home to the Kiruna Church, which was voted the most beautiful building in Sweden in 2001.

Luossavaara-Kiirunavaara Aktiebolag (LKAB) is the mining company located in Kiruna and is owned by the Swedish government. Although LKAB operates several mining and refinery locations, their operation in Kiruna is the world's largest underground iron ore mine. It has an annual production capacity of over 26 million tons. It is also the purest in the world. Iron ore has been successfully mined from below the city for 100 years, but now the cumulative effects of a century of mining are threatening the town's existence. Ground deformation is the process in which the earth collapses

around the surface as faults from old mine shafts unsettle the land. In Kiruna this ground deformation started becoming apparent in 2003, and one year later the state broke the news to the city – Kiruna was unavoidably sinking and would soon collapse.

After extensively studying their options over the next three years, LKAB came to the conclusion that the city had to move if they were to continue mining operations. Niklas Siren, vice chairman of the executive committee of Kiruna, said the choice was pretty easy. "It was never an option to close the mine. The mine has always existed in symbiosis with Kiruna." If the mine closed, the city would be abandoned. The company's engineers determined that a site three kilometers east of the current location would be the safest site, avoiding additional subsidence dangers while not moving so far that it would cause large-scale disruptions.

After analyzing the bids of multiple companies from around the world, White Arkitekter won the contract in 2013. White is a Swedish company that prides itself on its sustainable designs. One reason they were selected is that they shared the same sustainability vision as LKAB. They are now responsible for moving the town of Kiruna 3km to the east. However, White's goal is to not only move the town but also keep Kiruna's unique sense of identity.

The logistics of moving the city are complicated, but progress in a logical manner. With a budget of some $2 billion, the first elements and structures of Kiruna began moving in mid-2015, when some of the housing in most danger of collapse was demolished. Over the next 35 years, additional portions of the city will be leveled or crated for relocation, moved, and rebuilt to the east. The project has been compared to a "walking millipede" crawling slowly to the east as each section of the town is destroyed and rebuilt. Altogether, over 3,000 apartment buildings and other structures will be demolished, all to be rebuilt at the new site. Some historic buildings, such as Kiruna's church, were selected to remain intact and will be carefully moved to the new city center. Preserving some of Kiruna's older structures is extremely important to its residents and matches the project's goal of conserving Kiruna's culture and history. The main town square and the business district will not be ready to move until 2019. In the meantime, a town square is being developed at the new site and the first wave of new residences are being occupied.

White Arkitekter is using this opportunity to redesign the community for the future. When the city of Kiruna was built during the 1900's, it sprang up haphazardly without much of a plan. The streets and buildings were randomly constructed throughout the town, and the city center was isolated from some sections, making them nearly inaccessible. White Arkitekter recognized that this move gave them the opportunity to redesign the town in a more efficient manner, maximizing greenspace and sustainable operations. The new city center will occupy a more natural location, with higher density of space, stores in closer proximity, and a city layout making everything within walking distance. The construction will be supplemented by better public transportation and non-motorized ways of moving around. Sustainable energy generation is also critical to the new town. Wind turbines are expected to be a part of Kiruna in the near future, as well as energy [illegible] from heat [illegible]

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FIGURE 10.1 Kiruna Church

Source: Pitiya Phinjongsakundit/123RF.com

(continued)

More importantly, everyone involved in this project realizes that Kiruna cannot solely depend on the mine in the future. When the iron ore has been completely extracted, Kiruna will need to sustain itself in a different way. This new city center alone will be able to create a more economically-, environmentally-, and socially-sustainable city. Another way Kiruna is expected to be less dependent on the mine is through tourism. Not only does Kiruna have the Northern Lights, the Icehotel, and nearby national parks, but this project aims to add additional attractions. The mines could even become a historical industrial park. Finally, the plan is to turn the old town sitting on the deformed land into a park and reindeer sanctuary. By strengthening the tourism industry with this new city, Kiruna can be less dependent on the mine and have a better chance to survive as a town in the future.

Simply moving and creating a new sustainable town isn't the only objective facing Kiruna. As White Arkitekter architect Mark Szulgit notes, "The biggest challenge that's facing us is not the design of a new city which is sustainable, attractive and modern. The biggest challenge is to move the minds of the people and to move the culture. Every decision we take as architects has a future life attached to it for a hundred years forward."[1]

Introduction

The previous chapter introduced the challenge of project scheduling, covering its important terminology along with network logic, activity duration estimation, and constructing the critical path. In this chapter, we apply these concepts in order to explore other scheduling techniques, including the use of lag relationships among project activities, Gantt charts, crashing project activities, and comparing the use of Activity-on-Arrow (AOA) versus Activity-on-Node (AON) processes to construct networks. In the previous chapter, we used the analogy of a jigsaw puzzle, in which the act of constructing a schedule required a series of steps all building toward the conclusion. With the basics covered, we are now ready to consider some of the additional important elements in project scheduling, all aimed at the construction of a meaningful project plan.

Lags in Precedence Relationships

LO 10-1 Apply lag relationships to project activities.

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The term lag refers to the logical relationship between the start and finish of one activity and the start and finish of another. Project managers often incorporate lag relationships to provide greater flexibility in network construction. Suppose we wished to expedite a schedule and determined that it was not necessary for a preceding task to be completely finished before starting its successor. We determine that once the first activity has been initiated, a two-day lag is all that is necessary before starting the next activity. Lags demonstrate this relationship between the tasks in question. They commonly occur under four logical relationships between tasks:

1. Finish to Start
2. Finish to Finish
3. Start to Start
4. Start to Finish

FINISH TO START

The most common type of logical sequencing between tasks is referred to as the Finish to Start relationship. Suppose three tasks are linked in a **serial** path, similar to that shown in Figure 10.2. Activity C cannot begin until the project receives a delivery from an external supplier that is scheduled to

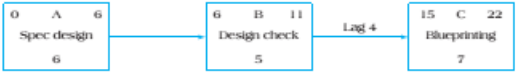


FIGURE 10.2 Network Incorporating Finish to Start Lag of 4 Days

occur four days after the completion of activity B. Figure 10.2 visually represents this Finish to Start lag of 4 days between the completion of activity B and the start of activity C.

Note in Figure 10.2 that the early start (ES) date for activity C has now been delayed for the 4 days of the lag. A Finish to Start lag delay is usually shown on the line joining the nodes; it should be added in forward pass calculations and subtracted in backward pass calculations. Finish to Start lags are *not* the same as additional activity slack and should not be handled in the same way.

FINISH TO FINISH

Finish to Finish relationships require that two linked activities share a similar completion point. The link between activities R and T in Figure 10.3 shows this relationship. Although activity R begins before activity T, they share the same completion date.

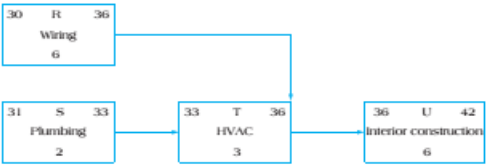


FIGURE 10.3 Finish to Finish Network Relationship

In some situations, it may be appropriate for two or more activities to conclude at the same time. If, for example, a contractor building an office complex cannot begin interior wall construction until all wiring, plumbing, and heating, ventilation, and air conditioning (HVAC) have been installed, she may include a lag to ensure that the completion of the preceding activities all occur at the same time. Figure 10.4 demonstrates an example of a Finish to Finish lag, in which the preceding activities S, T, and U must be completed 3 days before the completion of the activity succeeding R. The lag of 3 days between activities R and T enables the tasks to complete at the same point.

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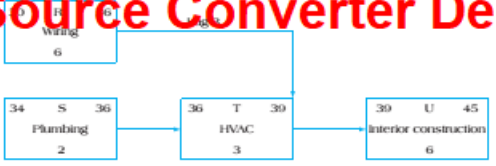


FIGURE 10.4 Finish to Finish Relationship with Lag Incorporated

START TO START

Often two or more activities can start simultaneously or a lag takes place in the start of one activity after an earlier activity has commenced. A company may wish to begin materials procurement while drawings are still being finalized. It has been argued that the Start to Start lag relationship is redundant to a normal activity network in which parallel or concurrent activities are specified as business as usual. In Figure 9.20, we saw that Activity C is a burst point in a network and its successor activities (tasks D and G) are, in effect, operating with Start to Start logic. The subtle difference between this example and a Start to Start specification is that in Figure 9.20 it is not necessary for both activities to begin simultaneously. In a Start to Start relationship, the logic must be maintained by both the forward and backward pass through the network, thus allowing an alteration of the amount of float available to activity G.

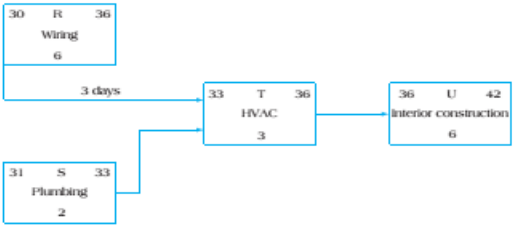


FIGURE 10.5 Start to Start Network Relationship

Start to Start lags are becoming increasingly used as a means to accelerate projects through a process known as **fast-tracking**; we will discuss this in greater detail later in the chapter. Instead of relying on the more common Finish to Start relationships between activities, organizations are attempting to compress their schedules through adopting parallel task scheduling of the sort that is typified by Start to Start. For example, it may be possible to overlap activities in a variety of different settings. Proofreading a book manuscript need not wait until the entire document is completed; a copy editor can begin working on chapter one while the author is still writing the drafts. Furthermore, in software development projects it is common to begin coding various sequences while the overall design of the software's functions is still being laid out. It is not always possible to reconfigure predecessor/successor relationships into a Start to Start schedule, but where it is possible to do so the result is to create a more fast-paced and compressed schedule.

Figure 10.5 demonstrates an example of a Start to Start network, in which the lag of 3 days has been incorporated into the network logic for the relationship between activities R, S, and T.

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START TO FINISH

Perhaps the least common type of lag relationship occurs when a successor's finish is dependent upon the predecessor's start. Start to Finish is the rarest of such relationships in construction and with good groundwater draining (Figure 10.6 shows this relationship. The completion of a concrete pouring activity, Y, is dependent upon the start of site water drainage, W. Although an uncommon occurrence, the Start to Finish option cannot be automatically rejected. As with the other types of predecessor/successor relationships, we must examine our network logic to ascertain the most appropriate manner for linking networked activities with each other.

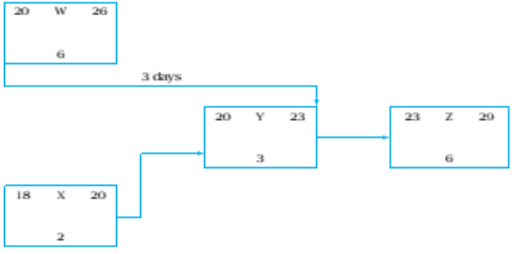


FIGURE 10.6 Start to Finish Network Relationship

Gantt Charts

LO 10.2 Construct and comprehend Gantt charts.

Developed by Harvey Gantt in 1917, Gantt charts are another extremely useful tool for creating a project network. **Gantt charts** establish a time-phased network that links project activities to a project schedule baseline. They can also be used as a project tracking tool to assess the difference between planned and actual performance. A sample of a basic Gantt chart is shown in Figure 10.7. Activities are ordered from first to last along a column on the left side of the chart with their ES and EF durations drawn horizontally. The ES and EF dates correspond to the baseline calendar drawn at the top of the figure. Gantt charts represent one of the first attempts to develop a network diagram that specifically orders project activities by baseline calendar dates, allowing the project team to be able to focus on project status at any date during the project's development.

Some benefits of Gantt charts are (1) they are very easy to read and comprehend, (2) they identify the project network coupled with its schedule baseline, (3) they allow for updating and project control, (4) they are useful for identifying resource needs and assigning resources to tasks, and (5) they are easy to create.

1. *Comprehension*—Gantt charts work as a precedence diagram for the overall project by linking together all activities. The Gantt chart is laid out along a horizontal time line so that viewers can quickly identify the current date and see what activities should have been completed, which should be in progress, and which are scheduled for the future. Furthermore, because these activities are linking in the network, it is possible to identify predecessor and successor activities.
2. *Schedule baseline network*—The Gantt chart is linked to real-time information, so that all project activities have more than just ES, EF, LS, LF, and float attached to them. They also have the dates when they are expected to be started and completed, just as they can be laid out in conjunction with the overall project schedule.
3. *Updating and control*—Gantt charts allow project teams to readily access project information activity by activity. Suppose, for example, that a project activity is late by 4 days. It is possible [illegible] Gantt charts allow managers to assess current activity status, making it possible to begin planning for remedial steps in cases where an activity's completion is lagging behind expectations.
4. *Identifying resource needs*—Laying the whole project out on a schedule baseline permits the [illegible] planning easier.
5. *Easy to create*—Gantt charts, because they are intuitive, are among the easiest scheduling devices for project teams to develop. The key is having a clear understanding of the length of activities (their duration), the overall precedence network, the date the project is expected to begin, and any other information needed to construct the schedule baseline, such as whether **overtime** will be needed.

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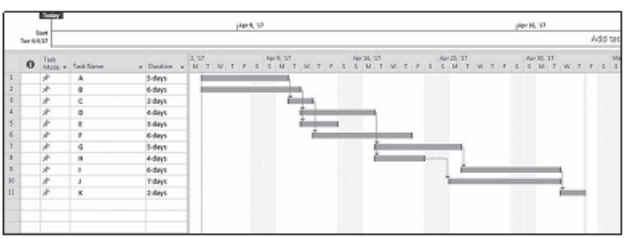


FIGURE 10.7 **Sample Gantt Chart using Microsoft Project 2016**

Note: Weekend days are not counted for activity duration times.

Source: MS Project 2016, Microsoft Corporation.



FIGURE 10.8 Completed Gantt Chart for Project Delta

Source: MS Project 2016, Microsoft Corporation.

Figure 10.8 uses the information contained in the Project Delta example from the previous chapter to construct a Gantt chart using MS Project 2016 (see Figure 9.11). The start and finish dates and length are ascribed to each activity and represented by the horizontal bar drawn from left to right through the network. The chart lists the early activities in order from top to bottom. The overall "flow" of the chart moves from the top left corner down to the bottom right. The baseline schedule is shown horizontally across the top of the page. Each activity is linked to indicate precedence logic through the network. All activities are entered based on their early start (ES) times. We can adjust the network to change the logic underlying the sequencing of the tasks. For example, the activities can be adjusted based on the late start (LS) date or some other convention.

As we continue to fill out the Gantt chart with the complete Project Delta (see Figure 10.8), it is possible to determine additional information from the network. First, activity slack is represented by the long arrows that link activities to their successors. For example, activity E, with its 60 days (12 weeks) of slack or float, is represented by the solid bar showing the activity's duration and the lengthy arrow that connects the activity to the next task in the network sequence (activity H). Finally, a number of software-generated Gantt charts will also automatically calculate the critical path, identifying the critical activities as the chart is constructed. Figure 10.9 shows the critical path as it is highlighted on the schedule baseline.

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ADDING RESOURCES TO A GANTT CHART

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Adding resources to the Gantt chart is very straightforward, consisting of supplying the name or names of the resources that are assigned to perform the various activities. Figure 10.10 gives an MS Project output showing the assignment of project team members assigned to the various tasks. It is also possible to assign the percentage of time each resource is assigned to each activity. This feature is important because, as we will see in later chapters, it forms the basis for tracking and control of the project, particularly in terms of cost control.

Figure 10.10 shows six project team members assigned across the six tasks of another project example. Remember that the Gantt chart is based on activity durations calculated with full commitment of resources. Suppose, however, that we were only able to assign resources to the tasks at a lesser figure (say 50%) because we do not have sufficient resources available when they are needed. The result will be to increase the length of time necessary to complete the project activities. The challenge of resource management as it applies to network scheduling, therefore, is an important issue and will be covered in detail in Chapter 12.



FIGURE 10.9 Gantt Chart for Project Delta with Critical Path Highlighted

Source: MS Project 2016, Microsoft Corporation.

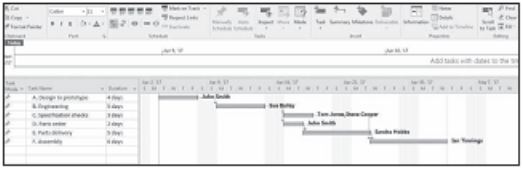


FIGURE 10.10 Gantt Chart with Resources Specified

Source: MS Project 2016, Microsoft Corporation.



FIGURE 10.11 Gantt Chart with Lag Relationships

Source: MS Project 2016, Microsoft Corporation.

INCORPORATING LAGS IN GANTT CHARTS

Gantt charts can be adjusted when it is necessary to show lags, creating a visual image of the project schedule. Figure 10.11 is a Gantt chart with some alternative lag relationships specified. In this network, activities C (specification check) and D (parts order) are linked with a Finish to Finish relationship that specifies that they must finish at the same time. Activities E and F, the final two activities, are linked with a Start to Start relationship. Similar to lag relationships in network construction, the key lies in developing a reasonable logic for the relationship between tasks. Once the various types of lags are included, the actual process of identifying the network's critical path and specific information is still the same for [illegible]

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BOX 10.1

Project Managers in Practice

Christopher Fultz, Rolls-Royce Plc.

"A project manager is like the conductor of the orchestra. The conductor doesn't play an instrument, but understands how to balance the output of everyone to deliver the finished product. The conductor has to pay attention to all of the musicians and cannot focus too long on just one section. The PM is the same way, balancing the needs of multiple stakeholders and the team members to deliver the desired outcome. The project manager may not do the actual work, but makes sure all work is being completed to the schedule and is meeting the project requirements. The PM cannot focus on one specific area for long, or the rest of the project can quickly became out of control."

Christopher Fultz holds a master's degree in Program Management from Penn State, an MBA from Indiana University, and an undergraduate degree from the School of Technology at Purdue University. He lives and works in Indianapolis, Indiana, at Rolls-Royce and is part of the defense business group. His first formal project management role was leading a small engine modification program to support a new engine application for Bell Helicopter. Since that first assignment, he has led several engine development and certification teams, putting into practice the art and science of project management to balance cost, schedule, technical compliance, and stakeholder expectations.

"One of the most important lessons learned is that there are always competing requirements within the project and with other projects around the company. There is never enough time, resource, money or schedule to do everything that may be wanted, so it is

(continued)



FIGURE 10.12 Christopher Fultz, Rolls-Royce Plc.

critical to determine what the true requirements are and then work to deliver to those." Recently, Chris led the RR300 engine project, which is a derivative of the Rolls-Royce M250 engine. The RR300 was developed for Robinson Helicopter for its new R66 helicopter. Since being certified in 2008, Rolls-Royce has produced several hundred RR300 engines to support the R66 fleet. "This was the first turbine engine installation for Robinson Helicopter, so early in the project we worked closely with them to understand their needs and requirements to be sure we would deliver an engine that would meet their customer demands. It was very important to document and clarify requirements and expectations, because their previous experience was all with piston engines, and there were differences of perspective and assumptions based on these different experiences. Discussing, understanding, and documenting the requirements and then creating a plan to deliver to them led to a very successful engine certification, integration, and flight test program. The RR300 project had challenges of a tight schedule and specific engine performance requirements, coupled with a product cost challenge and the need to develop a new supply chain to support the production program."

Chris [illegible] strong [illegible] [illegible] [illegible]

just the robot, the project of building the robot provides all elements of the product life-cycle in a compressed, 6-week period. The game challenge provides several requirements and options of what to build and how to play. Teams must find the right balance of what they will design and build based on their skills, resources, budget, and schedule. The schedule is tight and there is no option to negotiate more time. Teams then move on to competition, where they see their robot in action and can evaluate their design, strategy, and final product against the 'competition.' Teams go from requirements to concepts to finished product to in-service in a span of a few months, providing immediate, and sometimes harsh, feedback on their work. Even though these are high school students, this is a great training ground for project managers."

Crashing Projects

LO 10.3 Recognize alternative means to accelerate projects, including their benefits and drawbacks.

At times it is necessary to expedite a project, accelerating development to reach an earlier completion date. The process of accelerating a project is referred to as **crashing**. Crashing a project directly relates to resource commitment. The more resources we are willing to expend, the faster we can push the project to its finish. There can be good reasons to crash a project, including:[2]

1. The initial schedule may be too aggressive. Under this circumstance, we may schedule the project with a series of activity durations so condensed that they make the crashing process inevitable.
2. Market needs change and the project is in demand earlier than anticipated. Suppose, for example, your company discovered that the secret project you were working on was also being developed by a rival firm. Because market share and strategic benefits will come to the first firm to introduce the product, you have a huge incentive to do whatever is necessary to ensure that you are first to market.
3. The project has slipped considerably behind schedule. You may determine that the only way to regain the original milestones is to crash all remaining activities.
4. The contractual situation provides even more incentive to avoid schedule slippage. The company may realize that it will be responsible for paying more in late delivery penalties than the cost of crashing the project.

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OPTIONS FOR ACCELERATING PROJECTS

Anytime we find that the schedule for accelerating a project is a key determinant in the decision to crash, we have a resource-constrained project. The issue is whether there are additional budget space or extra resources available to devote to the project. The issue of whether the project manager and the organization are willing to devote additional resources to the project is a primary concern that will determine their choices. Depending on the level of resource constraint, certain options will be more attractive than others. Among the primary methods for accelerating a project are the following:

1. ***Improve the productivity of existing project resources***—Improving the productivity of existing project resources means finding efficient ways to do more work with the currently available pool of personnel and other material resources. Some ways to achieve these goals include improving the planning and organization of the project, eliminating any barriers to productivity such as excessive bureaucratic interference or physical constraints, and improving the motivation and productivity of project team members. Efforts should always be made to find ways to improve the productivity of project resources; however, these efforts are almost always better achieved during the down time *between* projects rather than in the midst of one.
2. ***Change the working method employed for the activity, usually by altering the technology and types of resources employed***—Another option for accelerating project activities is to promote methods intended to change the working method employed for the activity, usually by altering the technology and types of resources employed. For example, many firms have switched to computer-based project scheduling techniques and saved considerable time in the process. Changing working methods can also include assignment of senior personnel, or hiring contract personnel or subcontractors to perform specific project functions.

3. *Compromise quality and/or reduce project scope*—These two options refer to conscious decisions made within the organization to sacrifice some of the original project specifications due to schedule pressure or a need to speed a project to completion. Compromising quality may involve a relatively simple decision to accept the use of cheaper materials or fewer oversight steps as the project moves forward. Rarely are decisions to lower quality beneficial for the project; in fact, the decision usually involves a sense of trying to limit or control the damage that could potentially occur. In some cases, it is impossible to even consider this as an option; construction firms hold safety (and hence, quality) as one of their highest concerns and would not consider deliberate steps to reduce quality.

Reducing project scope, on the other hand, is a much more common response to critical pressure on the organization to deliver a project, particularly if it has been experiencing delays or if the benefits of being first to market seriously overshadow concerns about reduced scope. For example, suppose a television manufacturer in South Korea (Samsung) is working to devise a new product that offers 3D viewing, state-of-the-art sound quality, Internet connectivity, and a host of other features. While in the midst of development, the company becomes aware that a direct competitor is due to release its new television with a more modest set of features in time for the Christmas shopping season. Samsung might be tempted to limit work on their model to the advances that currently have been completed, scale back on other upgrades for a later model, and deliver their television with this reduced scope in order to maintain their market share.

The decision to limit project scope is not one to be taken lightly, but in many cases it may be possible to do so with limited negative impact on the company, provided the firm can prioritize and distinguish between the "must-have" features of the project and other add-on functions that may not be critical to the project's mission. Numerous projects have been successfully introduced with reduced scope because the organization approached these reductions in a systematic way, revisiting the work breakdown structure and project schedule and making necessary modifications. Approaching scope reduction in a proactive manner can have the effect of reducing scope while minimizing the negative effects on the final delivered project.

4. *Fast-track the project*—Fast-tracking a project refers to looking for ways to rearrange the [illegible] (concurrent) relationships. In some cases, the opportunities to fast-track a project only require creativity from the project team. For example, in a simple construction project it may be possible to begin pouring the concrete foundation while the final interior design work is [illegible] or doors and windows in the house will not be affected by the decision to start work on the foundation, and the net effect will be to shorten the project's duration. In Chapter 9, we discussed options to reduce the critical path. Fast-tracking can employ some of those methods as well as other approaches, including:
   a. Shorten the longest critical activities—Identify those critical activities with the longest durations and reduce them by some percentage. Shortening longer activities typically offers the most opportunity to affect the length of the overall project without incurring severe additional risks.
   b. Partially overlap activities—Start the successor task before its predecessor is fully completed. We can use "negative lags" between activities to reschedule our critical activities and allow for one task to overlap another. For example, suppose we had two activities in sequence: (1) program function code and (2) debug code. In many cases, it is possible to begin debugging code before the programmer has fully completed the assignment. We might indicate, for example, that the debugging activity has a negative lag of two weeks to allow the debugger to begin her task two weeks before the programming activity is scheduled to finish.
   c. Employ Start to Start lag relationships—Standard predecessor/successor task relationships are characterized by Finish to Start relationships, suggesting that the successor cannot begin until its predecessor is fully completed. In Start to Start relationships, the assumption is that both activities can be undertaken at the same time; for example, instead of waiting for a city to issue a building permit approval, a local contractor may begin clearing the site for new construction or contacting other city departments to begin road and sewer applications. Not

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every set of activities can be redefined from a Finish to Start to a Start to Start lag relationship, but often there are places within the project schedule where it is possible to employ this fast-tracking technique.

5. *Use overtime*—A common response to the decision to accelerate a project is to make team members work longer hours through scheduling overtime. On one level, the decision is an attractive one: if our workers are currently devoting 40 hours a week to the project, by adding another 10 hours of overtime we have increased productivity by 20%. Furthermore, for salaried employees we can institute overtime regulations without the additional costs that would accrue from using hourly workers. Thus, the use of overtime appears on the surface to be an option with much to recommend it.

   The decision to use overtime, however, comes with some important drawbacks that should be considered. The first is cost: for hourly workers, overtime rates can quickly become prohibitively expensive. The result is to seriously affect the project budget in order to gain time (part of what are referred to as "dollar-day" trade-offs). Another problem with overtime is possible effects on project team member productivity. Ken Cooper's work offers some important points for project managers to consider when tempted to accelerate their projects through the use of overtime. Figure 10.13 shows the results of his research examining the effects of sustained overtime on project team members for two classes of employees: engineers and production staff. When real productivity and rework penalties (having to fix work incorrectly done the first time) are taken into account, the impact of overtime is worrisome: for only four hours of overtime worked each week, the project can expect to receive less than two hours of actual productivity from both engineers and production staff. The more overtime is used, the more this problem is exacerbated. Indeed, at 12 hours of sustained weekly overtime, the net output effect is negligible for engineering personnel and actually becomes negative for production resources! In effect, requiring additional overtime work in the hopes of accelerating the project's schedule often has the actual effect of increasing overtime-induced fatigue, adding to our budget while providing almost no real additional productivity.

6. *Add resources to the project team*—Expected activity durations are based on using a set number of individuals to accomplish the task; however, when additional resources become available, we may be tempted to reduce activity durations by assigning more people to the task. For example, suppose we originally assigned one programmer to complete a specific coding operation and determined that the task would take 40 hours. Now, we decide to shorten that task by adding two additional programmers. What is the new expected time to complete that activity? Certainly, we would anticipate it to be less than the original 40 hours, but how much less is rarely always clear, since the result may not be a simple linear function (e.g., 40/3 = 13.33 hours). Other variables can affect the completion time (e.g., communication delays or difficulty in

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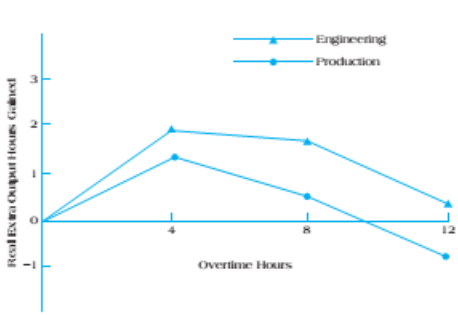


FIGURE 10.13 Real Output Gained from Different Levels of Sustained Overtime

coordinating the three programmers). In general, however, adding resources to activities can lead to a significant reduction in the expected duration of the programming activity.

As with overtime, we need to carefully consider the impact of adding resources to a project, especially when some activities are already underway. In adding people to activities, for example, we need to consider learning curve effects. Suppose that our programmer has already begun working on the task when we decide to add two additional resources to help him. The effect of adding two programmers to this ongoing activity may actually backfire on the project manager, as was originally suggested by a former IBM executive named Fred Brooks. He suggested, in his famous **Brooks's Law**, that adding resources to ongoing activities only delays them further. His point was that the additional time and training needed to bring these extra resources up to speed on the task negates the positive impact of actually adding staff. It is much better, he suggested, to add extra resources to activities that have not yet started, where they can truly shorten the overall task durations. Although research has tended to confirm Brooks's Law in most situations, it is possible to cause schedule shrinkage provided sufficient time and current resources are available to train additional staff or new staff are added early enough into the activity to minimize the negative effects of Brooks's Law.[3]

Although the above discussion demonstrates that there are some important issues to consider when adding resources to a project, this alternative remains by far the most common method for shortening activity durations, and it is often useful as long as the link between cost and schedule is respected.

To determine the usefulness of crashing project activities, we must first be able to determine the actual cost associated with each activity in the project, both in terms of project fixed costs and variable costs. These concepts are discussed in greater detail in Chapter 8 on project budgeting. Let us assume that we have a reasonable method for estimating the total cost of project activities, both in terms of their normal development time and under a crashed alternative. Figure 10.14 illustrates the relationship between activity costs and duration. Note that the normal length of the duration for an activity reflects a calculated resource cost in order to accomplish that task. As we seek to crash activities, the costs associated with these activities increase sharply. The crash point on the diagram represents the fully expedited project activity, in which no expense is spared to complete the task. [illegible] time [illegible] between the normal and crashed points [illegible] of uncertainty. A project activity can be expedited up to some degree less than the complete crash point, relative to the slope of the crash line.

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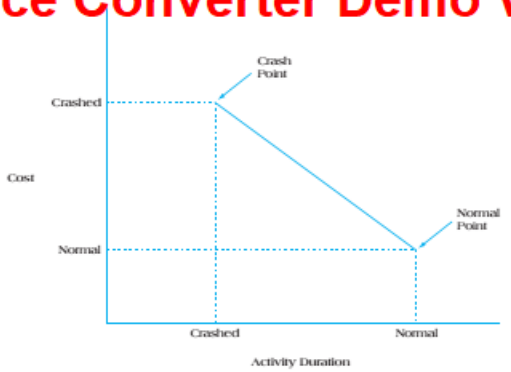


FIGURE 10.14 Time/Cost Trade-Offs for Crashing Activities

In analyzing crash options for project activities, the goal is to find the point at which time and cost trade-offs are optimized. We can calculate various combinations of time/cost trade-offs for a project's crash options by determining the slope for each activity using the following formula:

$$\text{Slope} = \frac{\text{crash cost} - \text{normal cost}}{\text{normal time} - \text{crash time}}$$

EXAMPLE 10.1 Calculating the Cost of Crashing

To calculate the cost of crashing project activities, suppose that for activity X the normal activity duration is 5 weeks and the budgeted cost is $12,000. The crash time for this activity is 3 weeks and the expected cost is $32,000. Using the above formula, we can calculate the cost slope for activity X as:

$$\frac{32,000 - 12,000}{5 - 3} \text{ or } \frac{\$20,000}{2} = \$10,000 \text{ per week}$$

In this example, activity X is calculated to cost $10,000 for each week's acceleration to its original schedule. Is this a reasonable price? In order to answer that question, we need to consider:

a. ***What costs are associated with accelerating other project activities?*** It may be that activity X's unit cost of $10,000 per week is a genuine bargain. Suppose, for example, that an alternative activity would cost the project $25,000 for each week's acceleration.
b. ***What are the gains versus the losses in accelerating this activity?*** For example, does the project have excessive late penalties that would make crashing cheaper relative to late delivery? Alternatively, is there a huge potential payoff in being first to market with the project?

EXAMPLE 10.2 Crashing a Project

Suppose we have a project with only eight activities, as illustrated in Table 10.1. The table also shows our calculated normal activity durations and costs and crashed durations and their costs. We [illegible] to determine which activities are the optimal candidates for crashing. Assume that the [illegible] and [illegible] costs for each activity. Use the formula given earlier to calculate the per-unit costs (in this case, costs per day) for each activity. These costs are shown in Table 10.2.

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TABLE 10.1 Project Activities and Costs (Normal vs. Crashed)

		Normal		Crashed	
Activity	Predecessors	Duration	Cost	Duration	Cost
A	—	5 days	$ 1,000	3 days	$ 1,500
B	A	7 days	700	6 days	1,000
C	A	3 days	2,500	2 days	4,000
D	A	5 days	1,500	5 days	1,500
E	C, D	9 days	3,750	6 days	9,000
F	B	4 days	1,600	3 days	2,500
G	D	6 days	2,400	4 days	3,000
H	E, F, G	8 days	9,000	5 days	15,000
Total costs =			$22,450		$37,500

TABLE 10.2 Costs of Crashing Each Activity

Activity	Crashing Costs (per day)	On Critical Path?
A	$ 250	Yes
B	300	No
C	1,500	No
D	—	Yes
E	1,750	Yes
F	900	No
G	300	No
H	2,000	Yes

TABLE 10.3 Project Costs by Duration

Duration	Total Costs
27 days	$22,450
26 days	22,700
25 days	22,950
24 days	24,700
23 days	26,450
22 days	28,200
21 days	30,200
20 days	32,200
19 days	34,200

The calculations suggest that the least expensive activities to crash would be first activity A ($250/day), followed by activities B and G ($300/day). On the other hand, the project would incur the greatest cost increases through crashing activities H, E, and C ($2,000/day, $1,750/day, and $1,500/day, respectively). Note that in this example we are assuming that activity D cannot be shortened, so no crashing cost can be calculated for it.

Now let's transfer these crashing costs to a network that shows the precedence logic of each activity. We can form a trade-off between shortening the project and increasing its total costs by analyzing each alternative. Figure 10.15 shows the project network as a simplified AON example with only activity identification and crashed duration values included. The network also shows the critical path as A – D – E – H or 27 days. We determined that the initial project cost, using normal activity durations, is $22,450. Crashing activity A (lowest at $250) by 1 day will increase the project budget from $22,450 to $22,700. Fully crashing activity A will shorten the project duration to 25 [illegible] $300 per day. Activity B is not on the project's critical path; however, both activities C and G [illegible] to the project from shortening these activities may be minimal. Activity D cannot be shortened. The per unit cost to crash is $1,750, and the cost to crash H is higher ($2,000). Thus, crashing activity A [illegible] increase the [illegible] $24,700 [illegible] project is crashed are shown in Table 10.3.

Note that in the fully crashed project network shown in Figure 10.15, the critical path is unchanged when all activities are fully crashed. The association of costs to project duration is graphed in Figure 10.16. As each project activity has been crashed in order, the overall project budget increases. Figure 10.16 demonstrates, however, that beyond crashing activities A, E, and H, there is little incentive to crash any of the other project tasks. The overall length of the project cannot shrink below 19 days, and additional crashing merely adds costs to the budget. Therefore, the optimal crash strategy for this project is to crash only activities A, E, and H for a total cost of $11,750 and a revised project cost of $34,200.

The decision to crash a project should be carefully considered for its benefits and drawbacks. Considering the relationship between activity duration and increased project costs is never a painless operation; there is always a significant cost associated with activity acceleration. However, if the reasons for crashing are sufficiently compelling the overall project duration can often be shortened significantly.

CRASHING THE PROJECT: BUDGET EFFECTS

As we have seen, crashing is the decision to shorten activity duration times through adding resources and paying additional direct costs. There is a clear relationship between the decision to crash project activities and the effect of the crashing on the budget. As Figure 10.16 showed, the cost of crashing is always to be weighed against the time saved in expediting the activity's schedule.

To highlight this problem, consider the crashing table shown in Table 10.4. Let us assume that activities A, C, D, and H are on the critical path; therefore, the first decision relates to which of the

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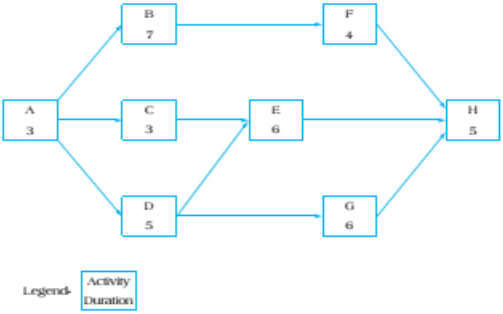
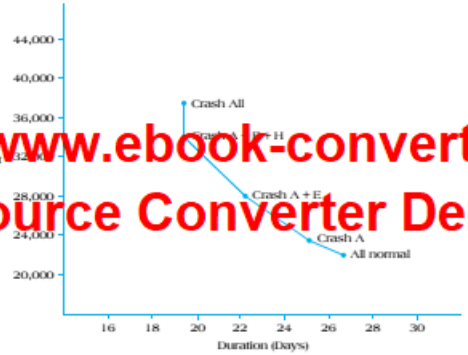


FIGURE 10.15 Fully Crashed Project Activity Network



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FIGURE 10.16 Relationship Between Cost and Days Saved in a Crashed Project

critical activities we should crash. A simple side-by-side comparison of the activities and their crash costs reveals the following:

Activity	Crash Cost
A	$2,000
C	$1,500
D	$3,000
H	$3,000

Using Table 10.4, we find that in crashing activity C, the least expensive to crash, we save 3 days at a cost of $1,500 in extra expenses. The other candidates for crashing (A, D, and H) can also

TABLE 10.4 Project Activities, Durations, and Direct Costs

	Normal		Crashed		
Activity	Cost	Duration	Extra Cost	Duration	Crash Cost
A	$2,000	10 days	$2,000	7 days	$ 667/day
B	1,500	5 days	3,000	3 days	1,500/day
C	3,000	12 days	1,500	9 days	500/day
D	5,000	20 days	3,000	15 days	600/day
E	2,500	8 days	2,500	6 days	1,250/day
F	3,000	14 days	2,500	10 days	625/day
G	6,000	12 days	5,000	10 days	2,500/day
H	9,000	15 days	3,000	12 days	1,000/day

TABLE 10.5 Project Costs over Duration

Project Duration (in days)	Direct Costs	Liquidated Damages Penalty	Overhead Costs	Total Costs
57	$32,000	$5,000	$11,400	$48,400
54	33,500	3,000	10,800	47,300
51	35,500	1,000	10,200	46,700
48	38,500	-0-	9,600	48,100

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be [illegible] the [illegible] schedule that gives us assurance to [illegible] project [illegible] all other paths are ≤ 48 days). Crashing Activity A saves the project 3 days at an additional cost of $2,000, raising the total cost of A to $4,000. Crashing Activities D and H represents a time savings of [illegible] respectively, at an [illegible] each.

[illegible] costs [illegible] project [illegible] 10.1 illustrates the choices the project team is faced with as they continually adjust the cost of crashing the schedule against other project costs. Suppose the project is being charged overhead at a fixed rate, say $200 per day. Also assume that a series of late penalties is due to kick in if the project is not completed within 50 days. The original 57-day schedule clearly leaves us at risk for penalties, and although we have improved the delivery date we are still 4 days past the deadline. Now we discover that iterating the crashed schedule three times will take us from our original 57-day schedule to a new schedule of 48 days (crashing first activity C, then A, and then H). The schedule has shortened 9 days against a budget increase of $6,500.

We could make Table 10.5 more complete by following the costs for each successive crashed activity and linking them to total project costs. Intuitively, however, we can see that direct costs would continue to increase as we included the extra costs of more crashed activities. On the other hand, overhead charges and liquidated damages costs would decrease; in fact, at the 48-day mark liquidated damages no longer factor into the cost structure. Hence, the challenge becomes deciding at what point it is *no longer* economically viable to continue crashing project activities.

Figure 10.17 depicts the choices the project team faces in balancing the competing demands of schedule and cost, with other intervening factors such as penalties for late delivery included. Direct costs are shown with a downward slope, reflecting the fact that the costs will rapidly ramp up as the schedule shrinks (the time-cost trade-off effect). With liquidated damage penalties emerging after the 50-day schedule deadline, we see that the project team is facing a choice of paying extra money

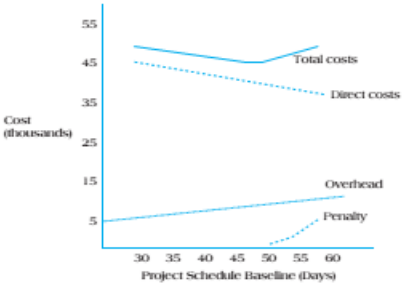


FIGURE 10.17 Project Costs over the Life Cycle

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for a crashed schedule at the front end versus paying out penalties upon project delivery for being late. The process the project team faces is a balancing act between competing costs—crashing costs and late completion costs.

Activity-On-Arrow Networks

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LO 10-3 Develop activity networks using the Activity-On-Arrow (AOA) method.

So far this text has focused exclusively on the use of the **Activity-on-Node (AON)** convention for [illegible] diagrams. [illegible] the [illegible]'s [illegible] [illegible] [illegible]

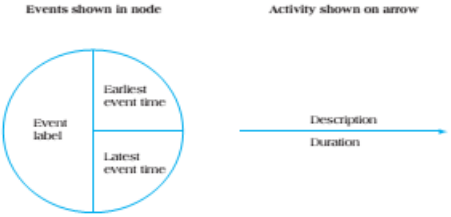


FIGURE 10.18 Notation for Activity-on-Arrow (AOA) Networks

EXAMPLE 10.3 Activity-on-Arrow Network Development

The development of an AOA network follows a similar process to the one we apply to AON methodology, with some important distinctions. In order to make clear the differences, let us return to the sample network problem from earlier in this chapter: Project Delta. Table 10.6 gives us the relevant precedence information that we need to construct the AOA network.

We begin building a network in the same manner as with AON developed in Chapter 9. First, we can start with activity A and its immediate successors, activities B and C. Because the convention now is to indicate the activity on the arrow, it is common for AOA networks to have an initial "Start" event node that precedes the insertion of the activities. Figure 10.19 shows the process of beginning to add the project information to the network diagram. Note that activities B and C directly succeed activity A. The convention would be to draw two arrows, representing these activities, directly off event node 2.

Now, we proceed to the AOA network for activity D. Here is where it can be tricky to put activity D into the network. Note that both activities B and C are immediate predecessors for activity D. Representing this relationship with an AON network is easy; we simply draw two arrows connecting nodes B and C to the node for activity D (see Figure 9.10). However, with AOA networks, we cannot merely use the same approach. Both activities B and C must point to common nodes, but also to represent a separate task in the activity network. How can we show this precedence relationship in the network? Figure 10.20 offers several options, two of which are incorrect. The first option (Figure 10.20a) is to assign two arrows representing activity D and link activities B and C through their respective nodes (3 and 4) with node 5. This would be wrong because the AOA convention is to assign only one activity to each arrow. Alternatively, we could try to represent

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TABLE 10.6 Project Information

	Project Delta		
Activity	Description	Predecessors	Estimated Duration
A	Contract signing	None	5
B	Questionnaire design	A	5
C	Target market ID	A	6
D	Survey sample	B, C	13
E	Develop presentation	B	6
F	Analyze results	D	4
G	Demographic analysis	C	9
H	Presentation to client	E, F, G	2

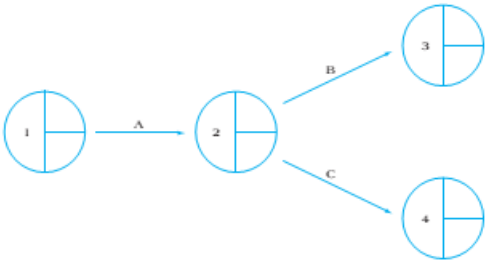


FIGURE 10.19 Sample Network Diagram Using AOA Approach

this precedence relationship by using the second option (Figure 10.20b), in which a double set of activity arrows for activities B and C jointly link node 2 to node 3. Again, this approach is incorrect because it violates the rule that each node represents a unique event, such as the completion of an individual activity. It can also become confusing when the convention is to employ multiple arrows between event nodes. It was in order to resolve just such a circumstance that the use of dummy activities was created.

DUMMY ACTIVITIES

Dummy activities are used in AOA networks to indicate the existence of precedent relationships between activities and their event nodes. They do not have any work or time values assigned to them. They are employed when we wish to indicate a logical dependency such that one activity

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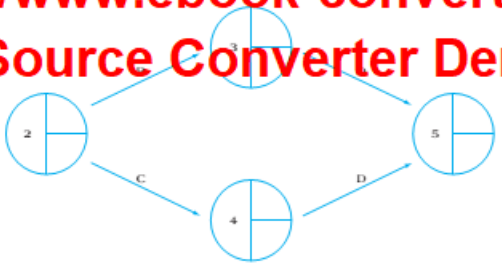


FIGURE 10.20a Representing Activities with Two or More Immediate Successors (Wrong)



FIGURE 10.20b Alternative Way to Represent Activities with Two or More Immediate Successors (Wrong)

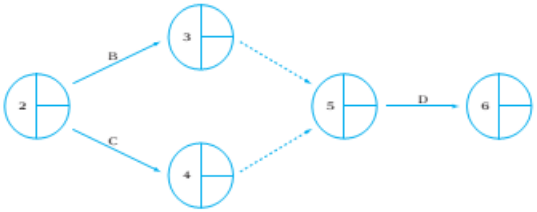


FIGURE 10.20c Representing Activities with Two or More Immediate Successors Using Dummy Activities (Better)

cannot start before another has been completed, but the activities do not lie on the same path through the network. Dummy activities are usually represented as dashed or dotted lines and may or may not be assigned their own identifiers.

Figure 10.20c shows the proper method for linking activities B and C with their successor, activity D, through the use of dummy activities. In this case, the dummy activities merely demonstrate that both activities B and C must be completed prior to the start of activity D. When using dummy activities in network diagramming, one good rule for their use is to try to apply them sparingly. The excessive use of dummy activities can add confusion to the network, particularly when it is often possible to represent precedence logic without employing the maximum possible number of dummy activities. To illustrate this point, consider Figure 10.21, in which we have reconfigured the partial activity network for Project Delta slightly. Note that this diagram has simply eliminated one of the dummy activities about to enter node 5 without changing the network logic.

Now that we have a sense of the use of dummy activities, we can construct the full AOA network for Project Delta. Activity E succeeds B and is entered on the network with its endpoint [illegible] Activity F succeeds C and D, and is entered with its endpoint [illegible] Activity G succeeds D and is entered [illegible] Finally, activity H, which has activities E, F, and G as predecessors, is entered and completes the basic AOA network (see Figure 10.22).

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DETERMINING BACKWARD PASS INFORMATION FOR AOA NETWORKS

The actual information we seek to collect for these processes that determines early and late start dates is slightly different from that used in AON, as we are concerned with the early start (ES) values for each activity node in the forward pass. The decision rules still apply: Where we have nodes that serve as **merge** points for multiple predecessor activities, we select the largest ES. The only other point to remember is that dummy activities do not have any duration value attached to them.

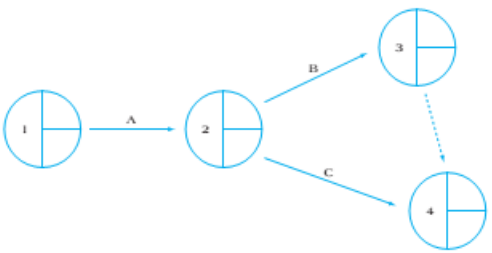


FIGURE 10.21 Partial Project Delta Network Using AOA Notation

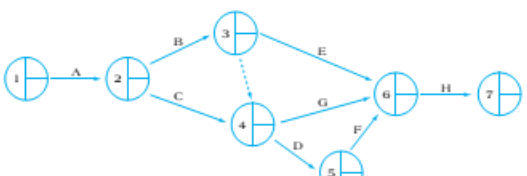


FIGURE 10.22 Completed Project Delta AOA Network

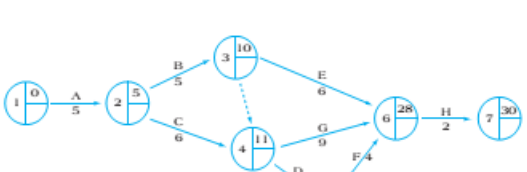


FIGURE 10.23 Project Delta Forward Pass Using AOA Network

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Figure 10.23 shows the forward pass results for Project Delta. The nodes display the information for activity E. Activities A, B, and C all have zero slack and thus the process consists simply of adding duration estimates for each activity moving from left to right through the network. The only places in the network that require some deliberation regarding the ES value to enter are the merge points represented by nodes 4 and 6. Node 6 is the merge point for activity G and for the dummy activity represented by node 4. Because dummy activities do not have a duration value themselves, the ES for node 4 is the largest of the additive paths for activities A – A – C = 11 versus activities A – B = 10. Therefore, we find that the ES at node 4 should be 11. The other merge point, node 6, uses the same selection process. Because the path A – C – D – F = 28, which is the largest of the paths entering the node, we use 28 as the ES for node 6. Finally, after adding the duration for activity H the overall length of the network is 30 weeks, just as it was in the AON network shown in the previous chapter (see Figure 9.18).

The backward pass is also similar in procedure to the earlier AON process. The backward pass starts at the far right or completion of the network at node 7 and, using the 30-week duration as its starting point, subtracts activity times along each path (LF – Duration = LS). When we reach a burst event, such as node 2 or 4, we select the smallest LS from the choice of activities. Thus, using Figure 10.24 as our reference, we can begin subtracting duration values as we move from right to left in the network. The LS values are included in the node in the bottom right-hand quadrant, right underneath the ES values.

The forward pass allowed us to determine that the expected duration for the project is 30 weeks. Using the backward pass, we can determine the individual activity slacks as well as the critical path, similar to the AON process. The difference is that the labeling of ES and LS values lies within the event nodes; therefore, it is necessary to examine each activity path to determine the slack associated with it. We know, for example, that the ES for activity E is 10 weeks and the duration of the activity is 6 weeks. Therefore, when comparing the EF for activity E of 16 weeks with the ES value in node 6 of 28 weeks, we can see that the difference, 12 weeks, is the amount of slack for the activity. Likewise, activity G's ES is 11 weeks and its duration is 9. This EF value of 20 weeks is 8 weeks less than the ES for node 6, indicating that activity G's slack is 8. The same

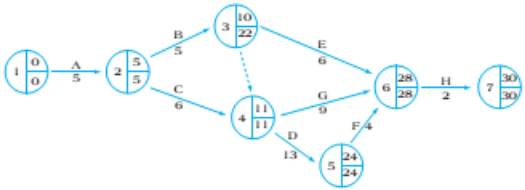


FIGURE 10.24 Project Delta Backward Pass Using AOA Network

logic can be applied to each activity in the network to determine the critical path and the activities with slack time.

AOA VERSUS AON

Activity-on-Arrow and Activity-on-Node network diagramming are intended to do the same thing: create a sequential logic for all activities with a project and, once they are linked, determine the project's duration, critical path, and slack activities. One common question has to do with the efficacy of one network approach over the other; that is, what are the benefits and drawbacks of selecting either the AON format or the AOA approach? Consequently, in choosing to use either AOA or AON network methods it is important to consider some of the strengths and weaknesses of each of these techniques.[4]

AON STRENGTHS AND WEAKNESSES The benefits of AON are centered primarily in the fact that it has become the most popular format for computer software packages such as MS Project. Hence, as we've mentioned throughout the text, most project scheduling software, the user is increasingly using the AON method for network diagrams. Another benefit of AON is that we place the activity within a node and use arrows merely as connection devices, thereby simplifying the network labeling. This convention makes AON networks very easy to read and comprehend, even for specific project managers not familiar with AOA. In many cases, when the project is very complex with numerous paths through the model. The sheer number of arrows and node connections when multiple project activities are merging or bursting can make AON networks difficult to read.

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AOA STRENGTHS AND WEAKNESSES The greatest benefit of AOA modeling lies in its accepted use in certain business fields, such as construction, where AON networks may be less widely used. Also, in the case of large, complex projects it is often easier to employ the path process used in AOA. Finally, because the activity and node system is used for projects that have many significant milestones, such as supplier deliveries, AOA event nodes are very easy to identify and flag. On the other hand, there is no question that some conventions in AOA diagramming are awkward, particularly the use of dummy activities. The concept of dummy activities is not simple to master, and thus more training is required on the part of novice project managers to be able to use the concept easily. In addition, AOA networks can be information-intensive in that both arrows and nodes contain some important project information. Rather than centralizing all data into a node as in the AON convention, AOA networks use both arrows and nodes to label the network.

Ultimately, the choice to employ AON or AOA network methodology comes down to individual preferences and the external pressures faced in work situations. For example, if the organization I work for has decided to adopt AON modeling because of the commonly used scheduling software, in all likelihood I will concentrate exclusively on AON network diagramming approaches. Regardless of the decision each of us makes regarding the use of AOA or AON methodology, it is extremely important that we all become comfortable with the basic theory and operation of both types of network models.

Controversies in the Use of Networks

LO 10.5 Understand the various types of common project costs and key differences between them.

The **Program Evaluation and Review Technique/Critical Path Method (PERT/CPM)** is a well understood and much employed system for project planning and scheduling. Nevertheless, networks are abstract representations of events in which time is reduced to a numerical value. They may or may not be drawn to a scale that has a relationship to the ongoing pattern of events. Sometimes this abstraction can be misleading. In fact, there are several criticisms and caveats we need to bear in mind as we develop project activity networks, including:[5]

1. ***Networks can become too large and complex to be meaningful.*** Many projects are large and hugely complex. For example, the creation of an operating system for personal computers, construction of a sports arena, or development of a drug are all projects that can easily contain thousands of steps or individual activities. Many projects extend over years, and estimation of activity duration can become general guesses at best. As a result, when working with networks for large-scale or long-term projects, it is necessary to find ways to simplify the activity network calculations. One rule of thumb for large projects is to try to simplify network logic and reduce it to the most obvious or meaningful relationships. Rather than showing every possible path through the network and every activity sequence, a "meta-network" that shows only the key subroutines or network paths can be created. These subroutines can be further broken down by the project manager or administrator responsible for their completion, but the overall project network is streamlined to include only the most general or relevant project activities.

   A variably scaled time frame is another option for long-term projects. For example, activities scheduled to occur within the first nine months may be listed with durations scaled to the number of days necessary to complete them. Activities scheduled between the first and second year may be listed on the network with a scaling of weeks or even months, and activities included in the network beyond the second year may only be listed with durations indicated by months.

2. *Following or using a network can sometimes lead to an oversimplification or incorrect application of the tool.* Organizations often have many layers of management. Managing projects on the basis of these multiple layers of activity networks. Information going to different levels in the organization is often not easily understood or translatable between levels because they do not share a common project schedule frame. It is important that when scheduling a project network, there is agreement on the appropriate information to be used in order to avoid oversimplification or the creation of multiple networks with no integration processes.

   Complex schedules often require a combination "top-down, bottom-up" approach to controlling project activities. Top-down control means that there is a tiered system for project schedules. At the top is the most basic summary information, as in the case of simply listing work packages or summary "roll-ups" of numerous individual tasks. Top management then deals with top-tier summary information that aggregates and simplifies the schedule. Although it is much easier to understand, this top-tier summary network does not give top management a basis for understanding the actual development of the project because they are not privy to the status of individual tasks. On the other hand, those responsible for portions of the project, as well as project managers, need more "bottom-up" information to allow them to maintain hands-on control of the portion of the project network for which they are responsible. Project personnel need specific, lower-tier activity network information to allow for optimal scheduling and control.

   Figure 10.25 provides an example of a simplified tiered system for schedules. Top management would receive aggregated information from the top tier, middle-level management (e.g., department heads) would get slightly more detailed information based on activities relevant to their departments or functions, and both the project manager and the project team would employ the full, detailed, and specific project schedule in the bottom tier.

3. ***Networks are sometimes used for tasks for which they are not well suited.*** Companies sometimes try to adopt project network scheduling to other scheduling activities in their organizations, but network activities are not useful for all scheduling challenges. Suppose, for example, that a manufacturing organization was having problems with its production

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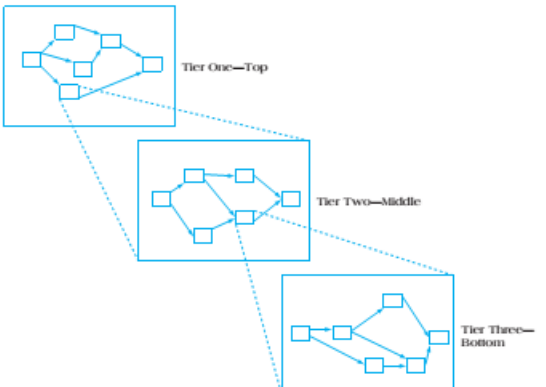


FIGURE 10.25 Tiered System of Project Schedules

scheduling. Under the mistaken notion that PERT can work just as well for manufacturing operations as it does for project planning, managers might decide to employ PERT in situations for which it is not suited. In fact, although project network scheduling methodologies are an important technique in project management, they do not represent a panacea for all [illegible] problems that managers face.

4. ***Networks used to control the behavior of subcontractors have special dangers.*** Many projects involve the use of subcontractors. When the "prime contracting" organization employs multiple subcontractors, a common mistake is requiring them to develop independent activity plans without regard to the activities and the planning of other subcontractors with whom they may need to interface. If a firm is using multiple subcontractors, two important principles are needed to guide their use of networks: (1) All subcontractors must be privy to the prime contractor's overall network, which includes the schedules for each "sub," so that subcontractors can make scheduling decisions based not on assumptions but rather on clear knowledge of the plans of other subcontractors; and (2) the networks of all subcontractors need to be merged—using a common set of network techniques, time-frame scaling, and so forth—and the network document must be mutually accessible, which is most likely to occur if all subcontractors are equally aware of the rules governing network creation.
5. ***There is a strong potential for positive bias in PERT estimations used in network construction.*** Research has demonstrated that most activity estimations using PERT methods lead to overly optimistic activity duration estimates. PERT analysis is based on probabilistic time estimates that, if unreasonably determined, can lead to inaccurate and misleading project schedules. The logic that drives duration estimates and the development of the PERT network must be demonstrated as reasonable for PERT scheduling to be meaningful.

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CONCLUSIONS

Activity network development is the heart of the project management planning process. It requires us to make reasonable estimates of activity durations, and it expects us to develop the logic for activity sequencing and use this information to create meaningful project schedules. Only through careful analysis of the steps in project scheduling can we turn project concepts into working realities. Scheduling allows us to determine the answers to the truly significant questions of project

management: What needs to be accomplished? When does it need to be accomplished? How can it be accomplished? The scheduling techniques you select are not nearly as important to the final success of your projects as is your commitment to performing these operations carefully, methodically, and honestly. The schedule is our road map showing the route we must take to complete the project successfully. The care with which we create that map and the manner in which we follow it will go far in determining whether or not we will be successful in running our projects.

Summary

10.1 ***Apply lag relationships to project activities.*** Examples of developing network logic include determining how precedence relationships apply to each project activity. That is, do activities follow one another in a common manner in which the predecessor's early finish becomes the successor activity's early start, or are other relationships specified? Among these alternative relationships, referred to as lag relationships, are Finish to Start, Finish to Finish, Start to Start, and Start to Finish.

10.2 ***Construct and comprehend Gantt charts.*** An alternative method for developing the project network other than the use of PERT diagrams is Gantt charts. Gantt charts offer an important advantage over the early PERT diagrams in that they link the activities to a project schedule baseline based on actual calendar dates. Thus, we can see not only which activities have to occur in what order, but also when they are scheduled to begin and end. In recent years, Gantt charts have been replaced by PERT diagrams in most displays, usually with the aid of computer software.

10.3 ***Recognize alternative means to accelerate projects, including the use of overtime, fast-tracking, and crashing.*** The project manager has a number of alternative means by which to accelerate a project, including adding resources to the project team, fast-tracking, compromising quality, reducing the project's scope, and using overtime. Each of these options offers the means to accelerate a project, but not all are appropriate in every circumstance; for example, it may not be useful or helpful to deliberately compromise a project's quality. Some of these options can improve productivity in theory, but may not work as well in reality; for example, research suggests that use of sustained overtime for extended periods can actually have a detrimental effect on a project due to the effects of employee fatigue and rework costs. Finally, the choice of alternatives requires us to understand the resource constraints of the organization.

One method for accelerating projects involves crashing project activities. Crashing directly links all activities to their respective costs and allows us to calculate the cost for each day we choose to accelerate the project. The decision of whether or not to crash can therefore be directly linked to the cost implications for crashing, allowing project managers to make an informed decision based on time/cost trade-offs.

10.4 ***Develop activity networks using Activity-on-Arrow techniques.*** Although AON network diagramming has become the more popular method, for many years AOA network diagramming was the technique of choice, and it is still widely applied in project settings such as construction. This chapter discusses in detail AOA networks and their unique properties, including the [illegible] of dummy activities, [illegible] AOA network as well as its advantages and disadvantages compared to AON notation.

10.5 ***Understand and [illegible] of network diagrams for project scheduling.*** The chapter concludes with a critical review of some of the controversies found in the development and use of network diagrams for project scheduling. Several drawbacks or concerns in diagramming are listed, including (1) networks can become too large and complex to be meaningful, (2) faulty reasoning can lead to oversimplification or incorrect representations, (3) networks can be used for tasks for which they are not well suited, and (4) network diagramming has special dangers when used to control subcontractor behavior.

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Key Terms

Activity-on-Arrow (AOA) *(p.367)*
Activity-on-Node (AON) *(p.367)*
Arrow *(p.367)*
Brooks's Law *(p.362)*
Crashing *(p.359)*
Dummy activities *(p.369)*
Event *(p.367)*
Fast-tracking *(p.354)*
Gantt chart *(p.355)*
Lag *(p.352)*
Merge *(p.370)*
Node *(p.367)*
Overtime *(p.355)*
Program Evaluation and Review Technique (PERT) *(p.373)*
Serial activities *(p.352)*

Solved Problems

10.1 CRASHING PROJECT ACTIVITIES

Suppose you are considering whether or not to crash project activities in order to expedite your project. You have calculated the total costs per activity for both normal and crashed options. These are shown in the table below:

	Normal		Crashed	
Activity	Duration	Cost	Duration	Cost
A	6 days	$ 2,400	4 days	$ 3,600
B	7 days	3,500	5 days	5,000
C	5 days	3,000	4 days	3,800
D	3 days	2,700	2 days	4,500
E	4 days	800	3 days	1,500
F	5 days	1,200	3 days	2,100
G	8 days	2,400	5 days	4,200
H	3 days	4,500	2 days	7,000
Total costs	=	$20,500		$31,700

a. Which activities are the most likely candidates for crashing (i.e., which are the most cost-effective to crash)?

b. Refer back to Figure 10.24. Using the critical path from this activity network, consider A – C – D – F – H as the critical path and assume all other paths are less than a fully crashed A – C – D – F – H. Prioritize the candidates for crashing. How [illegible] the project [illegible] the desired date?

SOLUTION

Remember that the formula to calculate crashing costs is [illegible] between the normal and crashed [illegible]

$$\text{Slope} = \frac{\text{crash cost} - \text{normal cost}}{\text{normal time} - \text{crash time}}$$

Using this equation, we can create a table showing the crashing costs per day:

Activity	Crashing Costs (per day)
A	$600
B	750
C	800
D	1,800
E	700
F	450
G	600
H	2,500

a. Prioritizing crashing choices, the most cost-effective activities to crash are (1) activity F, (2) activities A and G, and (3) activity E.

b. The choices for crashing should be prioritized first by those that are on the critical path. In this example, the critical path is made up of activities A – C – D – F – H. Therefore, the first activity to be crashed would be activity F, followed by activity A. Because neither activity G nor E is on the critical path, crashing them will not reduce the project length but will add to the overall costs.

10.2 COST OF CRASHING A PROJECT

Consider the following project activity table, identifying each activity, its normal duration and cost, and expedited durations and costs:

	Normal		Crashed	
Activity	Duration	Cost	Duration	Cost
A	3 days	$1,500	2 days	$2,000
B	5 days	3,500	4 days	5,000
C	4 days	6,800	3 days	7,500
D	5 days	2,500	3 days	6,000
E	7 days	4,200	6 days	5,400
F	4 days	2,000	3 days	2,700

a. [illegible] project [illegible] the five days?

b. Assuming that only activities A, C, and E are part of the critical path, which activities should be crashed first?

SOLUTION

[illegible] for crasher calculations [illegible]

$$\text{Slope} = \frac{\text{crash cost} - \text{normal cost}}{\text{normal time} - \text{crash time}}$$

The crashed costs for each activity are:

Activity A = $500
Activity B = $1,500
Activity C = $700
Activity D = $1,750
Activity E = $1,200
Activity F = $700

b. Assuming that activities A, C, and E are part of the critical path, we would crash in order from the least expensive activity to the most expensive. In this case, the first choice for crashing is activity A ($500), followed by activity C ($700) and activity E ($1,200). The total time we can save in crashing all critical path activities is 3 days at a total additional cost of $2,400.

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Discussion Questions

10.1 Give examples of circumstances in which a project would employ lag relationships between activities using:
- a. Finish to Start
- b. Finish to Finish
- c. Start to Start
- d. Start to Finish

10.2 The advantage of Gantt charts lies in their linkage to the project schedule baseline. Explain this concept.

10.3 What are the advantages in the use of Gantt charts over PERT diagrams? In what ways might PERT diagrams be advantageous?

10.4 How do concepts such as Brooks's Law and the effects of sustained overtime cause us to rethink the best ways to accelerate a project? Is it particularly ironic that these "acceleration" efforts can actually lead to serious delays?

10.5 Under what circumstances might you wish to crash a project?

10.6 In crashing a project, we routinely focus on those activities that lie on the critical path, not activities with slack time. Explain why this is the case.

10.7 What are some of the advantages in the use of AOA notation as opposed to AON? Under what circumstances does it seem better to apply AON methodology in network development?

10.8 Explain the concept of a dummy variable. Why is this concept employed in AOA notation? Why is there no need to use dummy variables in an AON network?

10.9 Identify and discuss some of the problems or dangers in using project networks. Under what circumstances can they be beneficial, and when can they be dangerous?

Problems

10.10 Develop a Gantt chart with the following information. What is the expected duration of the project? What is the critical path?

Activity	Expected Duration	Predecessors
A	12	None
B	8	None
C	6	None
D	10	A and B
E	10	C and D
F	8	C and D

10.11 Given the following information, answer the questions about this project:

Activity	Expected Duration	Predecessors
A	4 days	—
B	9 days	A
C	11 days	A
D	5 days	B
E	3 days	B
F	7 days	C
G	3 days	D, F
H	2 days	E, G
I	1 day	H

- a. Draw the network as a Gantt chart.
- b. What is the critical path? Which activities have slack time?
- c. What would happen if activities B and D each took 5 extra days to complete instead of the expected duration? How would the critical path change?

10.12 Develop the network activity chart and identify the critical path for a project based on the following information. Redraw the activity network as a Gantt chart. What is the expected duration of the project?

Activity	Expected Duration	Predecessors
A	5 days	—
B	1 day	A
C	2 days	A
D	4 days	A
E	6 days	B, C
F	8 days	D
G	12 days	F
H	4 days	G
I	6 days	F
J	7 days	H, I

10.13 Develop a Gantt chart for the following activities. Identify all paths through the network. What is the critical path? Optional: Solve this problem with Microsoft Project. How does clicking on "Tracking Gantt" view demonstrate the critical path?

Activity	Expected Duration	Predecessors
A	2 days	—
B	3 days	A
C	4 days	A
D	4 days	B, C
E	5 days	B
F	6 days	D
G	4 days	C, E, F

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10.14 Reconfigure the Gantt chart in Problem 10.13 to include some different predecessor relationships. Optional: Solve this problem with Microsoft Project.

a. Assume that activities B and C are linked with a "Finish to Finish" relationship. Does that change the expected completion date for the project?

b. For activity F, add a lag of 3 days to its predecessor relationship with activity D. By adding the 3-day lag to F, what is the new expected duration for the project?

c. Suppose you now added a start-to-start relationship between activities F and G to the new Gantt chart. How does this additional relationship change the expected completion date for the project?

10.15 Consider a project with the following information. Construct the project activity network using AOA methodology and label each node and arrow appropriately. Identify all dummy activities required to complete the network.

Activity	Duration	Predecessors
A	3	—
B	5	A
C	7	A
D	3	B, C
E	5	B
F	4	D
G	2	C
H	5	E, F, G

Activity	Duration	ES	EF	LS	LF	Slack
A	3	0	3	0	3	—
B	5	3	8	5	10	2
C	7	3	10	3	10	—
D	3	10	13	10	13	—
E	5	8	13	12	17	4
F	4	13	17	13	17	—
G	2	10	12	15	17	5
H	5	17	22	17	22	—

10.16 You are considering the decision of whether or not to crash your project. After asking your operations manager to conduct an analysis, you have determined the "precrash" and "postcrash" activity durations and costs, shown in the following table (assume *all* activities are on the critical path):

	Normal		Crashed	
Activity	Duration	Cost	Duration	Cost
A	4 days	$1,000	3 days	$2,000
B	5 days	2,500	3 days	5,000
C	3 days	750	2 days	1,200
D	7 days	3,500	5 days	5,000
E	2 days	500	1 day	2,000
F	5 days	2,000	4 days	3,000
G	9 days	4,500	7 days	6,300

a. Calculate the per day costs for crashing each activity.

b. Which are the most attractive candidates for crashing? Why?

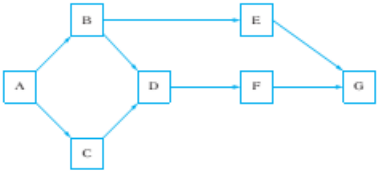
10.17 Suppose you are considering crashing a project. The project's network is as follows, along with a table identifying its critical activities and the crash costs for all tasks.

a. What is the cost of the project?

b. Which activities are the best candidates for crashing?

c. What is the expected duration of the project once it has been fully crashed?

d. What will the cost of the fully crashed project be?



Project Activities and Costs (Normal vs. Crashed)

	Normal		Crashed	
Activity	Duration	Cost (in U.S. dollars)	Duration	Cost (in U.S. dollars)
A	4 days	1,000	3 days	2,000
B	6 days	1,800	3 days	3,000
C	4 days	750	2 days	1,200
D	9 days	2,700	6 days	6,500
E	8 days	2,400	6 days	4,500
F	6 days	2,000	4 days	3,000
G	2 days	2,400	1 day	3,000
Total costs	=	$16,300		$30,000

Crashing Costs

Activity	Crashing Costs per Day ($)	On Critical Path?
A	1,000	Yes
B	400	Yes
C	1,500	No
D	1,267	Yes
E	1,050	No
F	1,750	Yes
G	600	Yes

10.18 Suppose you are trying to decide whether or not it makes sense to crash your project. You know that normal project duration and direct costs are 60 days and $125,000. You are worried because you have a very tight delivery schedule and the customer has placed a severe penalty into the contract in the form of $5,000 in liquidated damages for every day the project is late after 50 days. After

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working with the cost accountant, you have generated the following table of project costs at different completion durations:

Project Duration (in days)	Direct Costs	Overhead Costs	Penalty Charges	Total Costs
60	$125,000	$15,500	$50,000	
57	140,000	13,000	35,000	
54	175,000	10,500	20,000	
51	210,000	8,000	5,000	

a. Complete the table. How many days would you advise the project should be crashed? Why?
b. Suppose direct costs of crashing the project only increased $5,000 per day crashed at a steady rate (starting with $125,000 on day 60). How many days would you advise that the project be crashed? Show your work.

10.19 When deciding on whether or not to crash project activities, a project manager was faced with the following information. Activities on the critical path are highlighted with an asterisk:

	Normal		Crashed	
Activity	Cost	Duration	Extra Cost	Duration
A	$5,000	4 weeks	$4,000	3 weeks
B*	10,000	5 weeks	3,000	4 weeks
C	3,500	2 weeks	3,500	1 week
D*	4,500	6 weeks	4,000	4 weeks
E*	1,500	3 weeks	2,500	2 weeks
F	7,500	8 weeks	5,000	7 weeks
G*	3,000	7 weeks	2,500	6 weeks
H	2,500	6 weeks	3,000	5 weeks

a. Identify the sequencing of the activities to be crashed in the first four steps. Which of the critical activities should be crashed first? Why?
b. What is the project's critical path? After four iterations involving crashing project activities, what has the critical path shrunk to? (Assume all noncritical paths are ≤ a fully crashed critical path)
c. Suppose project overhead costs accrued at a fixed rate of $500 per week. Chart the decline in direct costs over the project life relative to the increase in overhead expenses.
d. Assume that a project penalty clause kicks in after 19 weeks. The penalty charged is $5,000 per week. When the penalty charges are added, what does the total project cost curve look like? Develop a table listing the costs accruing on a per-week basis.
e. If there were no penalty payments accruing to the project, would it make sense to crash any project activities? Show your work.

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CASE STUDY 10.1

Project Scheduling at Blanque Cheque Construction (B

Joe has worked for Blanque Cheque Construction (BCC) for five years, mainly in administrative positions. Three months ago, he was informed that he was being transferred to the firm's project management group. Joe was excited because he realized that project management was typically the career path to the top in BCC, and everyone had to demonstrate the ability to get their feet wet by successfully running projects.

Joe has just left a meeting with his superior, Jill, who has assigned him project management responsibilities for a new construction project the company has successfully bid. The project consists of developing a small commercial property that the owners hope to turn into a strip mall, directly across the street from a suburban college campus. The size of the property and building costs make it prudent to develop the property into four stores of roughly equal size. Beyond that desire, the owners have made it clear to BCC that all project management associated with developing the site is BCC's responsibility.

Joe is sitting in his office at BCC trying to develop a reasonable project plan, including laying out some of the important project activities. At this point, he is content to stick with general levels of activities; that is, he does not want to get too specific yet regarding the various construction steps for developing the site.

Questions

1. Develop a project network consisting of at least 20 steps that should be done to complete the project. As the case suggests, keep the level of detail for these activities general, rather than specific. Be sure to indicate some degree of precedence relationship among the activities.
2. Suppose you now wanted to calculate duration estimates for these activities. How would you

(*continued*)

make use of the following approaches? Are some more useful than others?
a. Expert opinion
b. Past history
c. Mathematical derivation

3. Joe is trying to decide which scheduling format to employ for his planning: AON or AOA. What are some of the issues that Joe should first consider prior to choosing between these methods?

CASE STUDY 10.2

Project Scheduling at Blanque Cheque Construction (B)

Joe has been managing his project now for more than 12 months and is becoming concerned with how far behind the schedule it is slipping. Through a series of mishaps, late supplier deliveries, bad weather, and other unforeseen circumstances, the project has experienced one delay after another. Although the original plan called for the project to be completed within the next four months, Joe's site supervisor is confident that BCC cannot possibly make that completion date. Late completion of the project has some severe consequences, both for BCC and for Joe. For the company, a series of penalty clauses kicks in for every week the project is late past the contracted completion date. For Joe personally, a late completion to his first project assignment can be very damaging to his career.

Joe just finished a meeting with his [illegible] point. The good news is that the BCC bid for the construction project came with some additional profit [illegible] $30,000 in discretionary budget money if needed. The bad news is that the delivery date for the project is fixed and cannot be altered without incurring substantial penalties, something BCC is not prepared to accept. The message to Joe is clear: he can spend some additional money, but he cannot have any extra time.

Joe has just called a meeting with the site supervisor and other key project team members to discuss the possibility of crashing the remaining project activities. He calculates that crashing most of the final activities will bring them in close to the original contracted completion date, but at a substantial cost. He needs to weigh these options carefully with his team members to determine if crashing makes sense.

Questions

1. What are some of the issues that weigh in favor of [illegible] on the project?
2. Suppose you were the site supervisor for this project. How would you advise Joe to proceed? Before [illegible] should you [illegible] How would you evaluate your options?

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MS Project Exercises

Exercise 10.20

Suppose we have a complete activity predecessor table below and we wish to create a network diagram highlighting the activity sequence for this project. Using MS Project, enter activities A through E, their durations, and their predecessors. Note that all duration times are in days.

Project: Remodeling an Appliance

Activity		Duration	Predecessors
A	Conduct competitive analysis	3	—
B	Review field sales reports	2	—
C	Conduct tech capabilities assessment	5	—
D	Develop focus group data	2	A, B, C
E	Conduct telephone surveys	3	D

Activity		Duration	Predecessors
F	Identify relevant specification improvements	3	E
G	Interface with marketing staff	1	F
H	Develop engineering specifications	5	G
I	Check and debug designs	4	H
J	Develop testing protocol	3	G
K	Identify critical performance levels	2	J
L	Assess and modify product components	6	I, K
M	Conduct capabilities assessment	12	L
N	Identify selection criteria	3	M
O	Develop RFQ	4	M
P	Develop production master schedule	5	N, O
Q	Liaise with sales staff	1	P
R	Prepare product launch	3	Q

Exercise 10.21

Now, continue developing your Gantt chart with the rest of the information contained in the table in Exercise 10.19, and create a complete activity network diagram for this project.

Exercise 10.22

Identify the critical path for the project shown in Exercise 10.19. How can you identify the critical path? (Hint: Click on the Gantt Chart toolbar.)

Exercise 10.23

Suppose that we wish to incorporate lag relationships into our [illegible] activity network. Create [illegible] Project Gantt chart that demonstrates these lags.

Activity	Duration	Lag Relationship
A Wiring	6	None
B Plumbing	2	None
C HVAC	3	Wiring (Finish to Start), Plumbing (Finish to Finish)
D Interior construction	6	HVAC (Start to Start)

PMP CERTIFICATION SAMPLE QUESTIONS

10.24 The IT implementation project is bogging down and falling behind schedule. The department heads are complaining that the project cannot help them if it is not implemented in a reasonable time frame. Your project manager is considering putting extra resources to work on activities along the critical path to accelerate the schedule. This is an example of what?
a. Rebaselining
b. Crashing
c. Fast-tracking the project
d. Identifying critical dependencies

10.25. Dummy variables are used in what kind of network diagramming method?
a. AON
b. Gantt charts
c. AOA
d. OBS

10.26. Suppose you evaluated the best-case, most likely, and worst-case duration estimates for an activity and determined that they were 3 days, 4 days, and 8 days, respectively. Using PERT estimation techniques, what would be the expected duration for the activity?
a. 4 days
b. 8 days
c. 5 days
d. 15 days

10.27. Suppose you [illegible] network and discovered that you had two critical paths in your project. You share this information with another project manager, who strongly argues that a project can have only one critical path; therefore, your calculations are incorrect. What is the correct response to his assertion?
a. A project can have more than one critical path, although having multiple critical paths is also likely to increase the risk of the project falling behind.
b. Your coworker is correct: a project can have only one critical path. You need to return to the network and determine where you erred in developing the network logic and diagram.
c. The critical path is the shortest path through the network, so having more than one is not a significant problem.
d. A project can have more than one critical path, although having multiple critical paths is actually likely to decrease the overall risk of the project.

10.28. Which of the following circumstances would require the creation of a lag relationship in a network diagram?
a. The critical path
b. The insertion of a dummy variable into a network diagram

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c. A delay after painting a room to allow for the paint to dry before beginning to carpet the room's floor
d. An early finish relationship between two activities

10.29. The goal of project crashing is to:
a. Reduce the schedule by minimizing project risks
b. Reduce the schedule without changing the project scope
c. Reduce project costs
d. Expand the schedule to embrace multiple critical paths

10.30. You have been directed by your boss to find ways to shrink the project schedule. The boss is also insisting on lowering project costs at the same time. What would be an appropriate response to these twin demands?
a. Show the boss that these are almost always opposing goals by demonstrating a "Cost vs. Days Saved" diagram to explain the implications of crashing project activities on schedule and costs
b. Agree to the boss's wishes and recalculate the schedule with shorter durations
c. Agree to the boss's wishes and find cheaper resources to do the work
d. Go to top management to adjudicate the disagreement

10.31. What is the difference between a Gantt chart and a milestone chart?
a. There is no difference; they are synonymous terms
b. A Gantt chart is a project plan and a milestone chart is not
c. A milestone chart is a project plan and a Gantt chart is not
d. A milestone chart shows only major events; a Gantt chart shows more schedule information

10.32. Schedule constraints would usually include all of the following EXCEPT:
a. Lead times and lag times
b. Key events
c. Major milestones
d. Imposed dates

10.33. Leads and lags are evaluated and, if necessary, modified as part of which process?
a. Scope development
b. Duration estimating
c. Analogous cost estimating
d. Schedule development

Answers

10.24. b—Accelerating the project through adding resources to critical activities is referred to as "crashing" the project,

10.25. c—Dummy variables are employed in Activity-on-Arrow (AOA) network diagrams.

10.26. [illegible]

10.27. a—Having more than one critical path is possible; however, the more activities that exist on the critical path(s), the higher the risk to the project's schedule because [illegible] of the project.

10.28. c—Allowing for paint to dry before beginning the next activity is an example of a lag relationship occurring between activities.

10.29. b—Reduce the schedule without changing scope.

10.30. a—The first step in responding to the boss is to calculate the crashing costs per activity to show the relationship between "dollars spent and days saved".

10.31. [illegible]

10.32. a—Lead times and lag times are not usually included in schedule constraints.

10.33. [illegible] the schedule development process.

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INTEGRATED PROJECT

Developing the Project Schedule

Develop an in-depth schedule for your initial project based on the Work Breakdown Structure you have completed. You will need to complete several activities at this stage: (1) create an activity precedence diagram showing the network logic for each project activity you have identified; (2) prepare an activity duration table showing optimistic, likely, and pessimistic activity times for each task; and (3) create both the network diagram and Gantt charts for your project, indicating the critical path, and all critical activities, total project duration, and all activities with float.

As you prepare the activity precedence diagram, consider:

1. Have we identified opportunities to create parallel paths, or are we placing too many activities directly in a serial path?
2. Is our logic correct for identifying preceding and subsequent activities?
3. Are there some clear milestones we can identify along the precedence diagram?

As you prepare the activity duration table, you might wish to set it up along the following lines:

	Duration			
Activity	Optimistic	Likely	Pessimistic	Est. Duration
A	6	9	18	10
B	3	8	13	8

Finally, in creating the network diagram and Gantt charts use MS Project or a comparable scheduling software package (see examples in Figures 10.26 and 10.27a, b, and c).

Sample Project Schedule, ABCups, Inc.

Tasks	Duration (in days)
Arrange for capital request	5
Get technical approval	5
Determine if additional labor needed	4
Research equipment	21
Determine best suppliers	21
Meet with vendors	21
Obtain quotations from vendors	21
Pick equipment vendor	14
Negotiate price and terms	7
Obtain financing for equipment	3
Calculate ROI	3
Obtain required signatures	3
Capital approved	10
Issue purchase order	1
Equipment being built	40
Marketing new process	21
Create mailer	15
Design new brochure	9
Update Web site	9
Lay out plant for new equipment	15

Note: This is a partial activity network and schedule.

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FIGURE 10.26 Partial Gantt Chart for ABCups, Inc. Project

Source: MS Project 2016, Microsoft Corporation.



FIGURE 10.27a Network Diagram for ABCups, Inc. Project (Left Side)

Source: MS Project 2016, Microsoft Corporation.



FIGURE 10.27b Network Diagram for ABCups, Inc. Project (Middle)

Source: MS Project 2016, Microsoft Corporation.

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FIGURE 10.27c Network Diagram for ABCups, Inc. Project (Right Side)

Source: MS Project 2016, Microsoft Corporation.

Notes

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11

Advanced Topics in Planning and Scheduling

Agile and Critical Chain

Chapter Objectives

After completing this chapter, you should be able to:

11.1 Understand why Agile Project Management was developed and its advantages in planning for certain types of projects.

11.2 Understand the key features of the Extreme Programming (XP) planning process for software projects.

11.3 Understand the logic behind Theory of Constraints and its implications for Critical Chain scheduling.

11.4 Distinguish between critical path and critical chain project scheduling techniques.

11.5 Understand how to create plans using methodologies involving multiple deliverables.

11.6 Apply critical chain project management to project portfolios.

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PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Collect Requirements: Tools and Techniques (PMBoK sec. 5.2.2)
2. Rolling Wave Planning Method Sequence Activities (PMBoK sec. 6.2.2.2)
3. Sequence Activities (PMBoK sec. 6.3)
4. Estimate Activity Resources (PMBoK sec. 6.4)
5. Estimate Activity Durations (PMBoK sec. 6.5)
6. Develop Schedule (PMBoK sec. 6.6)
7. Develop Schedule (tools and techniques) (PMBoK sec. 6.6.2)
8. Critical Chain Method (PMBoK sec. 6.6.2.3)
9. Resource Optimization Techniques (PMBoK sec. 6.6.2.4)
10. Control Schedule (PMBoK sec. 6.7)

PROJECT PROFILE

General Electric – Using Agile Methods to Speed New Project Delivery

General Electric's Healthcare Business Unit is a $15 billion a year operation, producing a wide variety of products and services from high-definition CT scanners to anesthesia delivery and ultrasound devices. Their IT Imaging Solutions group, staffed with over 375 engineers and technical resources, felt the pressure to maintain a technological lead in a rapidly-changing industry with new products in constant demand. The problem is that GE's traditional new product development process, commonly referred to as a "waterfall" model, encouraged a structured development and delivery process in which new product ideas were specified and projects developed in a linear, sequential way. Unfortunately, GE Healthcare found that waterfall methods were only leading to development delays, conflicts within the group and with key stakeholders, and mediocre or poorly-received new product offerings. In effect, while the waterfall method emphasized structure and sequential development processes, it failed to address critical issues of product quality and delivering value to the customer.

Some of the evidence of problems with waterfall project development at GE Healthcare included new products that typically took 12 to 24 months to complete, often with significant delays between the original project schedules and actual delivery dates. Because the delivery schedule was so extended for so many products, the needs of the marketplace customers often changed in the middle of product development, leading to critical stakeholders demanding new features and significant specification changes in the middle of the development cycle, which added greater costs and delayed new product introductions even further. Long development times are a critical problem in an industry that depends on a constant flow of new products to maintain technological advantages over competition and yet, because of the structured waterfall approach, these were just the sorts of problems that GE Healthcare continued to face.

What were some of the problems with the waterfall approach? Like most structured processes, it was rigid—first, requirements were gathered, followed by detailed designs, leading to various sign-offs. Months of software coding followed after which the new product prototype would finally be released to the test environment to collect customer feedback. This feedback led to a new round of rework, specification modifications, retesting, rechecking with customers, and so on. Coupled with this process was a project organization that did not encourage the use of interdisciplinary teams, but instead handled new product development sequentially, with one functional group first working on the design followed by the next department responsible for another piece of the project. At each transition stage the project was handed "over the fence" to the next department for its work to be performed. The results of this waterfall process was extended development cycles, delayed contact with customers, and multiple iterations of coding, testing, and customer verifications. Is it any wonder that new product development was often delayed?

Looking for the better way, GE Healthcare introduced agile project management methods for their new product development. With Agile, teams of cross-functional workers, which the new product's owner would be part of the development team. Breaking down the functional barriers and removing the "over the fence" approach was critical to moving toward a more responsive process. They also introduced a more segmented approach, in which weekly "sprints" allowed the team to focus on smaller, incremental additions to the new product. These increments, [illegible] with customers. [illegible] product development [illegible] faster [illegible] and modifications to the product, rather than waiting until a prototype was developed before letting customers see it for the first time. Adopting the language of Agile (e.g., "scrum," "sprints," and "user stories") and the attitude of incremental development and constant cross-functional team-based review cycles, led to new products that were being launched faster, with fewer bugs and a much lower likelihood of hitting the marketplace late and/or technically behind the curve.

GE Healthcare's experience in transitioning to Agile project development has been eye-opening. They discovered that although cultural change can be difficult in transitioning from waterfall to agile methods, it is also critical to support these changes. Managers, for example, had to change from their former "command-and-control" styles to focus on supporting the team in a collaborative manner. Building trust in teammates, especially people from other functional departments, takes time and must be supported by reward systems that encourage collaboration rather than competition. So far, the results of GE's shift to Agile have been promising. Projects that had taken up to two years to develop are now being completed in half the time, with fewer problems and greater customer satisfaction and use. In fact, Agile has been of such benefit to GE's operations that they designated 60% of their budgeted money to be spent on new product development supported by Agile processes. In shifting to Agile development processes, GE Heathcare stands to benefit from better, faster, and more customer-centered new products, completed with fewer bugs and at much cheaper costs. What could be better?[1]

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Introduction

Scheduling approaches that rely on CPM/PERT are generally accepted as standard operating procedure by most project–based organizations. Complications often occur, however, when we begin linking resource requirements or revised and changing customer needs to our developed schedules. As we will see in Chapter 12, the problem of constrained resources often reduces the flexibility we may have to create an optimal project schedule. Likewise, we noted earlier in the text that a critical goal of all projects is customer satisfaction with the finished project. Unfortunately, rigid

project plans and schedules often do not allow the project team to maximize client satisfaction or make best use of limited resources. In recent years, however, two developments in project planning and scheduling have led to some important improvements in how we deliver projects: **Agile Project Management** and **Critical Chain Project Management (CCPM)**. Agile has become widely employed, particularly in the software and new product development industries, as a means for better linking project development with critical stakeholders including customers and top management. Critical Chain, developed in the mid–1990s by Dr. Eli Goldratt, offers some important differences and advantages over more commonly used critical path methodologies. Lucent Technologies, Texas Instruments, Honeywell, and the Israeli aircraft industry are among a diverse group of major organizations that have found the underlying premises of CCPM intriguing enough to begin disseminating the process throughout their project operations.[2]

This chapter will explore in detail some of the important components of Agile project management and Critical Chain. We will see how, as supporters contend, these alternative scheduling mechanisms improve stakeholder satisfaction, promise to speed up project delivery, make better use of project resources, and more efficiently allocate and discipline the process of implementing projects. The Agile methodology represents a unique and very promising means to improve the way projects are planned and developed, using an iterative cycle with intriguing ideas like "Sprints" and "Scrums." We will also discuss a variant of the Agile model used in software development, which is referred to as Extreme Programming (XP). A key feature of Agile and CCPM is that they represent both a cultural shift and a change in planning and scheduling processes. In practice, if either the Agile or CCPM methods are to be correctly applied, important technical and behavioral elements must be understood in relation to each other. The chapter will focus on these aspects of the process.

Agile Project Management

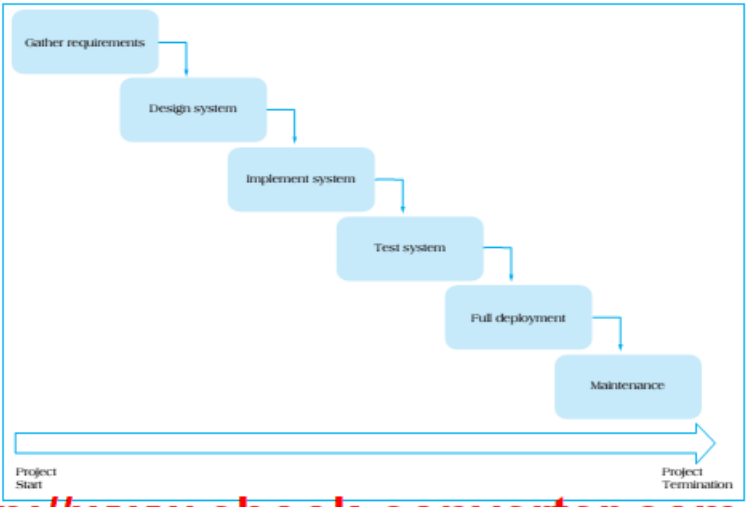
LO 11.1 Understand why Agile Project Management was developed and its advantages in planning for certain types of projects.

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Agile, a relatively new methodology for developing projects, is attracting a great deal of attention. Increasingly, it is recognized that the traditional, highly structured approach to planning and managing projects may not be effective for all types of projects. This realization is particularly true in the fields of information technology (IT) and new product development, where the end result may be impossible to fully specify because of changing customer needs, time-to-market tasks, and many layers of technical flexibility. Under these circumstances, projects, including the ability to react quickly to opportunities and the need for changes mid-stream. **Agile Project Management (Agile PM)** reflects a new era in project planning that places a premium on flexibility and evolving customer requirements throughout the development process. Agile PM differs from traditional project management in several ways, most particularly through recognizing that the old approach of carefully "planning the work and then working the plan" does not consider the reality of many modern projects, which is that customer needs tend to evolve and change over the course of the project. Following the original plan that made sense when the project started might not make sense as the project progresses through the execution stage. Agile PM recognizes the importance of these evolving customer needs and allows for an incremental, iterative planning process—one that stays connected to clients across the project life cycle.

Agile PM offers an alternative to the traditional, waterfall planning process, which uses a linear, sequential life cycle model (see Figure 11.1). In the waterfall process, the assumptions that guide project planning and development follow a logical series of steps. So for example, in our waterfall model each stage in this software development process occurs sequentially, following completion of the previous stage; first requirements are fully gathered, then the system is designed, implemented, and tested. Finally, it is fully deployed and subject to maintenance. In a **waterfall model**, each phase must be completed fully before the next phase can begin. At the end of each phase, a review takes place to determine if the project is on the right path and whether to continue or discard the project. In the waterfall model, phases do not overlap. The waterfall project development process works well when:

- Requirements are very well understood and fixed at the outset of the project.
- Product definition is stable and not subject to changes.



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- Technology is understood.
- Stable resources with required expertise are available (ready).
- Project can be delivered in short duration.

But what happens if requirements change in the middle of the project's development? Or the customer delivers a new set of "critical" features that must be part of the final product? Or when a new technological innovation allows our team to streamline the software we are working on to make it more user-friendly? What if the initial assumptions or project scope were poorly communicated, or a competitor beats us to market with an identical product? Under these circumstances, the decision to agree to a fully articulated project scope that is set in stone at the outset of the project can lead to critical problems. With more and more projects supporting new product development initiatives that need the flexibility to change course midstream, the waterfall model can lead to a rigid process that will not deliver value to the customer, either because their needs are constantly changing or because they did a poor job of initially articulating exactly what the project was supposed to do. It is for the purpose of addressing these critical issues that Agile PM was created.

WHAT IS UNIQUE ABOUT AGILE PM?

Traditional project management establishes a fairly rigid methodology. As we remember from Chapter 1, the project life cycle suggests that conceptualization and planning occur at the start of the project. Conceptualization includes building a business case for the project (Why are we doing this? What do we wish to create? Can we make a profit or create value?) as well as identifying key project stakeholders. Planning focuses on creating the actual schedules and specifications for the project. In this traditional project management model, these critical activities are expected to happen early and be addressed comprehensively, but once completed they are considered done; in other words, it's now time to move onto the project execution. Underlying this traditional approach is the

assumption that project members can identify risks (assume minimal uncertainty) and work their previously developed plans (assume maximum stability).

For many types of projects—short term, small scope, construction, event planning, and process improvement—these traditional project assumptions are not wrong. Projects with limited or narrow goals or those that will complete quickly generally do not suffer from significant problems of uncertainty. Their short timeframe minimizes environmental disruptions. Likewise, construction, current product upgrades, event planning, and other types of projects with clear goals and standard processes for completion can be carefully planned, have their costs accurately estimated, and have their schedules reasonably developed. Traditional project planning techniques do work well with certain classes of project or in certain situations. However, the more unpredictable the environment, including having to consider changing customer tastes, the challenge of disruptive technologies, complex development processes, and long time frames, the greater the likelihood that the traditional project planning approach, which assumes stability and predictable development, will not succeed.

It is to address the problems with traditional project planning that innovative new techniques like Agile were first developed. Agile PM, usually referred to as **Scrum**, recognizes the mistake of assuming that once initial project conceptualization and planning are completed, the project can simply be executed to original specifications and the completed project will be a "success." For example, software projects are prone to constant change. When clients are expected to finalize all requirements and wait for an extended period before even viewing prototypes, the likelihood is extremely high of creating projects that are greeted by, "That's not what I wanted!" Creating a plan and then disengaging from the customer during its development may be a traditional approach to project management, but it is dangerous with technologically complex or uncertain projects. Agile PM is a flexible, iterative system designed for the challenge of managing projects during constant change and uncertainty, so it moves the planning function from its traditional up-front location in the project life cycle to points throughout project development. In effect, Agile PM makes development a "rolling wave" process of continuous plan–execute–evaluate cycles across project development (see Figure 11.2). The goal of each wave in Scrum is to create incremental value, through steadily developing subfeatures or elements in the overall project. The length of these development iterations is kept deliberately short—from one to four weeks—long enough to create some valuable addition to the project that customers can evaluate, but short enough to remain in constant contact with the changing environment. Typically, [illegible] development cycle, a review meeting occurs in which project features are evaluated, changes agreed to, specifications modified, and the next deliverables identified.

To illustrate with a software project example, Agile PM reduces the complexity and uncertainty of the [illegible] and costly traditional project by breaking the development process into a more [illegible] process of building requirements for the overall project, finishing the product, and then testing it, only to find hundreds of bugs and unneeded or nonworking features. Instead, smaller but still usable subfeatures or portions of the software project would be completed one at a time, then tested and verified, all in shorter time periods. This way, any changes to the software are not hugely expensive in terms of either time or money.

Scrum originated in the quality work of Takeuchi and Nonaka,[3] who promoted a holistic method for new product development. In their model, they argued that development teams must work as an integrated unit to reach their goals. The traditional, sequential approach is sometimes referred to as "over the fence" because it illustrates a model where each functional group adds

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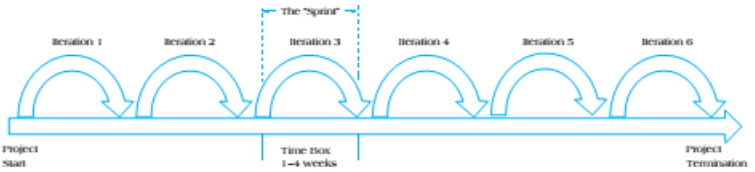


FIGURE 11.2 Scrum Process for Product Development

something to the product and then, when finished with their efforts, tosses the project "over the fence" to the next functional group that is expected to continue the development process. This method slows down new product development, leads to the failure to capture critical product features, encourages miscommunication and functional rivalries, and hugely increases the costs of fixing products late in their development cycle, when technical errors and feature misunderstandings can lead to failed projects and wasted money.

Instead of running a "relay race," Takeuchi and Nonaka encouraged project organizations to look to a different sport—rugby—to develop the right mindset for creating new products. The old approach, they argued, consisted of passing the project development "baton" to the next group in the relay and moving toward the finish line with minimal interplay between development partners or opportunity to work together in a coordinated, interdisciplinary way. Rugby, on the other hand, emphasizes adaptation, flexibility, and the coordinated efforts of multiple players, all working toward the same purpose but adjusting and modifying their efforts as the project proceeds. The whole process is performed by one cross-functional team across multiple overlapping phases, where the team "tries to go the distance as a unit, passing the ball back and forth."[4]

TASKS VERSUS STORIES

One of the critical differences between Agile and traditional project planning relates to the nature of the roles that key members assume. In a traditional project planning process, the project developer's viewpoint is considered most important. Developers are looking at the project from the inside perspective; that is, how long will development take? How many work packages and tasks are necessary to complete the project? Project developers are interested in tasks because they allow them to accurately and efficiently plan the work and build their cost estimates. The more detailed and specific the project tasks are, the easier it is to create these plans and estimates.

User stories are different and very important for understanding the real needs of the client (the "voice of the customer"). They are written by or for customers as a means of influencing the development of the functionality of the product. The more the customer can explain what they do, what they need, and how they can make use of the product to do their job better, the clearer the user story becomes and the better able the Scrum team will be to achieve these goals. Stories have [illegible] to be [illegible] to [illegible] ? [illegible] concerning [illegible] the customer's [illegible] and [illegible] the [illegible] in recognizing the need to first listen to user stories to identify the specific value that the project will provide. For example, a project that ignores the voice of the customer can be brought in on time [illegible] to real value [illegible] specifications done [illegible] critical stories [illegible] their job better).

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Another Agile characteristic that demonstrates the importance of the voice of the customer is the emphasis on product **features**, as opposed to creating a detailed product WBS. We assume in an Agile environment that project scope characteristics are inevitably going to change over the course of the project's development. As a result, it makes little sense to invest heavily in time and effort to develop a sophisticated statement of scope for the overall product. Instead, Agile focuses on getting the product features right: the pieces of the product that deliver functional value to the customer. Listening for customers' stories and defining the project's critical deliverables in terms of features reinforces the critical nature of the ongoing, closely-linked relationship the Scrum team must maintain with clients.

KEY TERMS IN AGILE PM[5]

Sprint—A Sprint is one iteration of the Agile planning and executing cycle. The Sprint represents the actual work being done on some component of the project and must be completed before the next Scrum meeting.

Scrum—In the sport of rugby, a scrum is the restarting of the game following a minor infraction. In Agile PM, Scrum refers to the development strategy agreed to by all key members of the project (see Figure 11.3). Scrum meetings involve assessing the current status of the project, evaluating the results of the previous Sprint, and setting the goals and time-box for the next iteration.

Time-Box—A time-box is the length of any sprint and is fixed in advance, during the Scrum meeting. As we mentioned, time-boxes typically vary between one and four weeks in length.

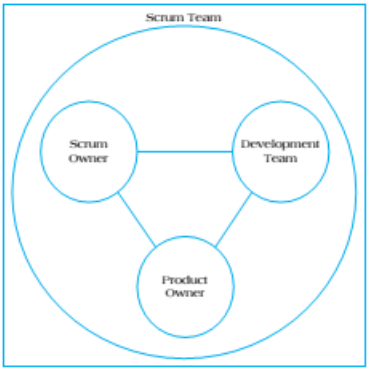


FIGURE 11.3 Members of the Scrum Team

User stories—A short explanation in the everyday language of the end user that captures what they do or what they need from the project under development. The goal of the user story is to gain a user's perspective on what a correctly-developed product will do for them.

Scrum Master—The Scrum Master is the person on the project team responsible for moving the project [illegible] epics, [illegible] Scrum Master [illegible] the project manager, but does have a formal role in enforcing the rules of the Scrum process, including chairing important meetings. Scrum Masters are focused solely on the Agile project development process and dominating development.

Sprint Backlog—A Sprint Backlog is the set of Product Backlog items selected for the Sprint, plus a plan for delivering the Sprint Goal. The Sprint Backlog is a forecast by the development team about what functionality will be in the next time-box increment and the work needed to complete that functionality. The team controls the Sprint Backlog.

Burndown Chart—The Sprint Burndown Chart shows remaining work in the Sprint backlog. Updated every day and displayed for all Scrum members to see, it provides a quick reference of the Sprint progress.

Product Owner—The person representing the stakeholders and serving as the voice of the customer." The product owner may be a member of the project organization, but must take the outside, user's viewpoint in representing customer needs. The product owner creates **user stories** that identify their specific needs for the product.

Development Team—The organizational unit responsible for delivering the product at the end of each iteration (Sprint). Typically, the development team is cross-functional and self-organizing; that is, they collectively determine the best way to achieve their goals.

Product Backlog—The Product Backlog is a prioritized list of everything that might be needed in the completed product and is the source of requirements for any changes to be made to the product. The Product Backlog is never final; rather, it evolves as the product and the business setting in which it will be used evolve. It constantly changes to identify what the product needs to be appropriate, competitive, and useful. The product owner controls the Product Backlog.

Work Backlog—The evolving, prioritized queue of business and technical functionality that needs to be developed into a system.

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STEPS IN AGILE[6]

The Agile process follows a series of steps that allow the methodology to combine the flexibility needed to respond to customer needs with a formal process that creates a logical sequence in employing Agile planning. The Scrum process involves a set of meetings that manage the project development process through (1) Sprint Planning, (2) Daily Scrums, (3) Development Work, (4) Sprint Review, and (5) Sprint Retrospective (see Figure 11.4). During the Sprint, three guidelines shape the process:

1. No changes are made that would endanger or modify the Sprint goal. Once goals for the Sprint are agreed to, they are not to be altered in the middle of the Sprint.
2. Quality goals do not decrease. During the Sprint, the team cannot modify the goals or sacrifice quality standards that were first agreed to.
3. Scope may be clarified and renegotiated between the product owner and the development team as more is learned. As the team discovers technical problems or opportunities during the Sprint, they are passed to the product owner for consideration as to whether or not to modify the project scope.

SPRINT PLANNING

The work to be performed in the Sprint is identified during the Sprint Planning session. This plan is created by the collaborative work of the entire Scrum team. Sprint Planning is time-boxed to a maximum of one full day (eight hours) for a one-month Sprint. For shorter Sprints, less time is required for Sprint Planning. The Scrum Master ensures that the event takes place and that all members of the Scrum team understand its purpose. The Sprint Planning session introduces the Sprint Backlog to the development team and coordinates their efforts to achieve the Backlog items.

Sprint Planning answers the following questions:

- What can be delivered in the increment (time-box) resulting from the upcoming Sprint?
- How will the work needed to deliver the increment be achieved?

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DAILY SCRUMS

The Daily Scrum is a short (15 minutes) event that allows the development team an opportunity to synchronize their activities and create a plan for the next 24-hour time window. During the meeting, members of the development team explain what they accomplished in the past 24 hours, to meet the Sprint goal, what quality increment work is planned for the current day, and identify any problems that might prevent the development team from completing the next Sprint goal. Daily Scrum sessions are solely for information purposes; they are only intended to keep team members in the communications loop and identify any positive or negative trends affecting the project. Daily Scrums also include

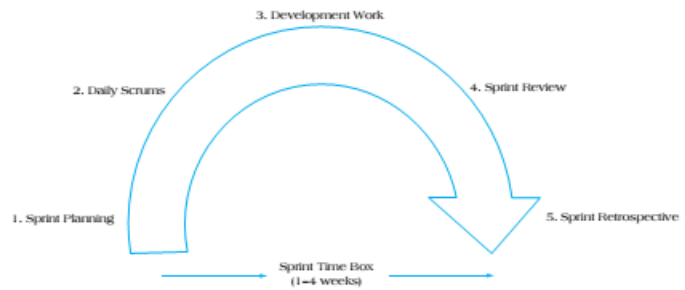


FIGURE 11.4 Stages in a Sprint

reference to the Burndown Chart, detailing the latest information on the status of Backlog items completed ("burned down") since the last Scrum meeting.

THE DEVELOPMENT WORK

The Development Work is the time when the actual work of the project is being done during the Sprint. The set of goals that must be achieved during the Sprint are represented on the Burndown Chart as either in progress or completed. Development Work must be heavily coordinated between Scrum team members to ensure that no efforts are being wasted or work is being done on non-Sprint items. Figure 11.5 shows an example of a Burndown Chart for a Sprint that assumes the following details:

- Sprint duration – 15 days
- Team size – 5 members
- Hours/day – 8
- Total capacity – 600 hours

SPRINT REVIEWS

A Sprint Review is held at the end of the Sprint to inspect the completed increment (the Sprint Backlog) and make changes to the Product Backlog if needed. During the Sprint Review, the Scrum team and other key stakeholders work closely to verify what was done on the Sprint. Based on these results and any subsequent changes to the Product Backlog, the Scrum team now plans the next things to be done to add value, including product features that need completing or modifying. Sprint Reviews are informal meetings; they are not status meetings, and the presentation of the completed Sprint Backlog is only to encourage team feedback and encourage collaboration. The result of the Sprint Review meeting is a modified Product Backlog and an idea of the Sprint Backlog items that will be addressed in the next Sprint.

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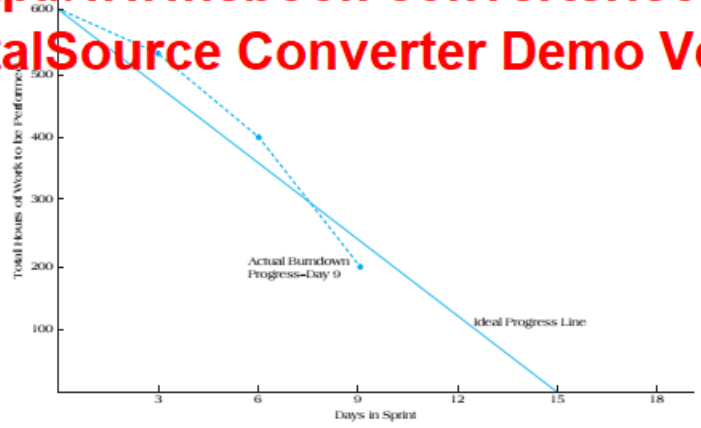


FIGURE 11.5 Sample Burndown Chart for Day 9 of a Sprint

During the Sprint Review, the activities to be addressed include the following:[7]

- The product owner explains which Product Backlog items have been completed and which have not yet been completed.
- The development team discusses what went well during the Sprint, what problems were encountered to, and how those problems were solved.
- The development team demonstrates the work that it has finished and answers questions about the latest Sprint.
- The product owner discusses the Product Backlog as it stands. He projects likely completion dates based on progress to date if needed.
- The entire group collaborates on what to do next, so that the Sprint Review provides useful input to subsequent Sprint Planning.
- Review how the marketplace or potential use of the product might have changed the next most valuable thing to complete.
- Review the timeline, budget, potential capabilities, and marketplace for the next anticipated release of the product.

SPRINT RETROSPECTIVE

The Sprint Retrospective is a meeting that is held to evaluate how the previous Sprint went; what worked, what didn't work, and where potential improvements can be made to the Sprint process. A valuable Sprint Retrospective should also include an action plan for identifying and implementing improvements to the process. The Scrum Master works with the Scrum team to constantly improve communications and identify improvements that will be introduced during the next Sprint. In this way, each Sprint is not only about getting the work (the Product Backlog) done, it is also used to generate enthusiasm for the next Sprint while creating a more efficient and productive team.

KEYS TO SUCCESS WITH AGILE

For the Agile process to be most effective, it requires the willingness of organizations to adapt their practices and operating philosophies in several ways. Among the keys to making Agile work are the following:[8][9]

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1. Cross-functional teams. Agile is most powerful when it is recognized as a team-based initiative. Developing a team of committed people from the critical functional areas affected by the project development is critical.
2. Empowered project members. Because the focus is on developing business value, a goal is to free team members to become problem solvers; in other words, to worry less about their activities on the project and pay more attention to their value as joint problem solvers for the project.
3. Shared accountability. Because the team is emphasized above individual contributions, it follows that no one should be held accountable for only their part of the project. In this way, team members are motivated to commit to the whole project, not just their own piece of the larger effort.
4. Servant leadership. Leaders of the project should focus on finding ways to provide their team with the resources and opportunities to succeed, rather than adopting an invasive, micromanagement style. The role of leadership is to serve the team, through providing a vision, resources, or critical support in the face of senior management involvement.
5. Continuous flow of value. The goal of Agile is to create a timeline—through scrum, sprints, and reviews—that is focused on a steady provision of value across the project's development cycle. Coordinating the output of all team members across development ensures that value is steadily added.
6. Attention to technical excellence. Delivering value typically means that we are providing the value that the customer expects. One critical expectation is that the project is of high technical quality.
7. Rapid risk reduction. Beyond focusing on business value, Agile teams need to understand that another critical concern of the customer is minimal risk associated with the project. As the development cycle moves forward, it is important that risks be addressed and (as far as possible) eliminated at early stages in the process.

8. Early feedback and adaptation. Speed doesn't matter if the team is concentrating on creating the wrong project outcome. One of the critical features of effective Agile is the recognition that adaptation, reshaping, and reorienting the project's goals throughout its development cycle is exactly what may be necessary for ultimate success.
9. Total openness and transparency. Agile requires that the customer be, as far as possible, an equal member of the development team. Masking problems or technical errors in the hopes that the customer won't notice until after project sign-off ignores the underlying philosophy of the technique. Without openness, Agile is no better than the Waterfall technique.
10. Trust. Trust among all project stakeholders is a powerful advantage for Agile project development. If servant leadership, openness, and empowered team members are to mean anything, there must first be fundamental trust among all stakeholders.

When done correctly, Agile techniques are powerful methods for organizations to manage the project development cycle. In fact, recent surveys indicate that when asked for their top reasons for moving to Agile project management, 62% of responding organizations listed their desire to accelerate new product delivery, 56% of organizations said that they wanted to enhance their ability to manage changing priorities, 55% sought to increase productivity, and 47% wanted to improve software quality.[9] So as we discussed in the project profile at the beginning of the chapter, when GE Healthcare sought to develop business analytic tools they opted for an Agile approach over their traditional waterfall method, which would have taken 18-24 months and involved multiple vendors and consultants. Using Agile, their IT department finished the project in 12 months.[10] Internationally, scores of highly respected companies like British Airways, British Petroleum, and multiple agencies of the U.S. Federal government have all adopted Agile project management techniques. These organizations recognize that by moving to Agile methods, they can improve project delivery speed, increase adaptability and manage in-process changes, and raise project quality.

PROBLEMS WITH AGILE

Agile offers many advantages to project planners and developers, particularly within classes of projects [illegible] development. However, there are disadvantages of the Agile methodology that need to be considered as well. These disadvantages include:[11]

1. Active user involvement and close collaboration of the Scrum team are critical throughout the development process. Agile requires a "customer-dedicated" approach that involves and requires users to commit to the process from start to finish.
2. Evolving requirements can lead to scope creep throughout development, as new options or changes during Sprints can result in a never-ending series of requested changes by the user.
3. Because of emerging requirements and the flexibility to make changes midstream, it is harder to predict at the beginning of the project what the end product will actually look like. This can make it hard to make the business case for the project during the conceptualization phase and negotiate fixed-price contracts with customers or vendors.
4. Agile requirements are kept to a minimum, which can lead to confusion about the final outcomes. With the flexibility to clarify or change requirements throughout project development, there is less information available for team members and users about project features and how they should work.
5. Testing is integrated throughout the lifecycle, which adds to the cost of the project because the services of technical personnel such as testers are needed during the entire project, not just at the end.
6. Frequent delivery of project features (the Sprint Backlog) throughout the project's incremental delivery schedule means that testing and signing-off on project features is nearly continuous. This puts a burden on product owners to be ready and active when a new set of features emerges from the latest Sprint cycle.
7. If it is misapplied to projects that operate under high predictability or a structured development process, the requirements of Agile for frequent rescoping or user input can be an expensive approach whose benefits do not justify its cost.

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BOX 11.1

Project Management Research in Brief

Does Agile Work?

The principles of Agile have been in existence for over 20 years, have been introduced and used in numerous organizations to streamline project development, and have been generally applauded as a sound planning and executing philosophy. Nevertheless, while anecdotal evidence suggests that Agile does lead to shorter development times and better, more customer-friendly outcomes, there is little empirical research that supports the claims that Agile PM does in fact work better than traditional project planning methods for some classes of project. A recent study of over 1,000 projects from a variety of settings—information technology (IT), software, construction, manufacturing, health care, and financial services—found that the "degree of Agile" in the company's project planning significantly affected project success. Projects that used higher levels of planning across the entire life cycle (the Scrum/Sprint iteration process) developed projects that performed better on meeting budget and schedule targets, as well as experienced higher levels of customer satisfaction.[12]

Extreme Programming (XP)

LO 11.2 Understand the key features of the Extreme Programming (XP) planning process for software projects.

Extreme Programming (XP) is a more aggressive form of Scrum and is a software development methodology intended to improve software quality and responsiveness to changing customer requirements.[13] Originally developed by programmer Kent Beck for Chrysler Corporation, XP is deceptively simple in its core principles, which include an emphasis on keeping the programming code simple, reviewing it frequently, testing early and often, and working normal business hours. XP also adopts Agile's emphasis on the importance of user stories as a means for understanding their real needs, not a programmer's interpretation of a rigid scope statement. XP takes its name from the idea that innovative and beneficial elements of software engineering practices are taken to "extreme" levels with this approach.

[illegible] of Agile, Extreme Programming (XP) calls for refactoring and pair programming to speed software development, functional testing of all requirements is done before coding begins and automated testing of the code is performed continuously throughout the project. Refactoring is the deliberate process of streamlining the design and improving code not waiting until final [illegible] to do so. Another core element of XP is the philosophy of pair programming. In XP, all code is written in collaboration between pairs of programmers, who work side-by-side on the same machine during coding. Pair programming can help programmers resolve issues and clarify interpretations of the user stories that drive the requirements. XP also requires constant communication between customers and the developer team. In fact, it has been suggested that project teams should never number more than 12 developers working in pairs. Other elements of Extreme Programming include avoiding programming of features until they are actually needed, a flat management structure, simplicity and clarity in code, expecting changes in the customer's requirements as time passes and the problem is better understood, and frequent communication with the customer and among programmers. As originator Kent Beck notes:[14]

> "The basic advantage of XP is that the whole process is visible and accountable. The developers will make concrete commitments about what they will accomplish, show concrete progress in the form of deployable software, and when a milestone is reached they will describe exactly what they did and how and why that differed from the plan. This allows business-oriented people to make their own business commitments with confidence, to take advantage of opportunities as they arise, and eliminate dead-ends quickly and cheaply."

Agile PM and XP have grown out of the need to combine the discipline of a project management methodology with the needs of modern enterprises to respond quickly to opportunities, promote an internal operating environment of communication and collaboration, and remain connected and committed to customers. For many types of projects, Agile PM offers a means to streamline project development processes while improving bottom line results. By decreasing the costs of rework from

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misunderstood or changing customer requirements, Agile PM has been demonstrated to save project organizations money while improving customer relations and encouraging functional groups within the organization to work together in a cooperative manner. All in all, the Agile planning philosophy offers numerous advantages for organizations developing new products rapidly and cost-effectively.

Theory of Constraints and Critical Chain Project Scheduling

LO 11.3 Understand the logic behind Theory of Constraints and its implications for Critical Chain scheduling

In practice, the network schedules we constructed in the previous two chapters using PERT and probabilistic time estimates are extremely resource dependent. That is, the accuracy of these estimates and our project schedules is sensitive to resource availability—critical project resources must be available to the degree they are needed at precisely the right time for the schedule to work as it is intended. One result of using "early-start" schedules is to make project managers very aware of the importance of protecting their schedule slack throughout the project. The more we can conserve this slack, the better buffer we maintain against any unforeseen problems or resource insufficiency later in the project. Thus project managers are often locked into a defensive mode, preparing for problems while they carefully monitor resource availability and guard their project slack time. The concept of theory of constraints as it is applied to Critical Chain Project Management represents an alternative method for managing slack time and more efficiently employing project resources.

THEORY OF CONSTRAINTS

Goldratt originally developed the **theory of constraints (TOC)**, first described in his book *The Goal* (1984), for applications within the production environment.[15] Among the more important points this author raised was the idea that typically, the majority of poor effects within business operations stem from a very small number of causes; that is, when traced back to their origins, many of the problems we deal with are the result of a few core problems. The main idea behind TOC is the notion that [illegible] go to zero. The key lies in identifying the most central constraints within the system. Five distinct steps make up the primary message behind TOC methodology (see Figure 11.6):

1. *Identify the system constraint.* First, an [illegible] in identifying numerous secondary causes or "little problems."

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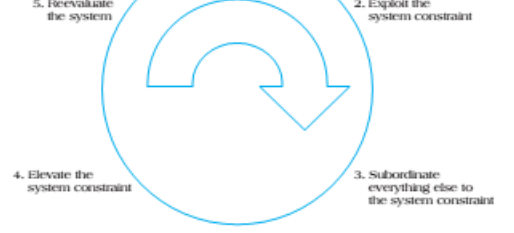


FIGURE 11.6 Five Key Steps in Theory of Constraints Methodology

2. ***Exploit the system constraint.*** Once the constraint is identified, a strategy for focusing and viewing all activities in terms of this constraint is necessary. For example, if the constraint within a software development firm is having only one advanced application programmer, the sequence of all project work to be done by the programmer must be scheduled first across the organization's entire portfolio of active projects.
3. ***Subordinate everything else to the system constraint.*** Make resource commitment or scheduling decisions after handling the needs of the root constraint. Using the previous example, once the critical resource constraint of one programmer has been identified and the programmer's time has been scheduled across multiple projects, the rest of the project activities can be scheduled.
4. ***Elevate the system constraint.*** The first three steps acknowledge that the system constraint limits an organization's operations. According to Goldratt, the fourth step addresses improvement of the system by *elevating the constraint*, or seeking to solve the constraint problem by eliminating the bottleneck effect. In our software-programming example, this may mean hiring an additional advanced applications programmer. For many project-based examples, elevating the system constraint may be as simple as acquiring additional resources at opportune times.
5. ***Determine if a new constraint has been uncovered, and then repeat the process.*** Clearly, the removal of the key system constraint will lead to positive advantages for a time. Since there is *always* a system constraint, however, removing one constraint is only likely to identify a new source of constraint for the operation. TOC argues for the need to always prepare for the next potential problem before it becomes too serious, so this final step is really only one step in a continuous improvement cycle.

When examining a project schedule from the perspective of TOC methodology, we focus on the key system constraint, that is, the one root cause from which all other scheduling problems evolve. The system constraint for projects is initially thought to be the *critical path*. Remember, the critical path is defined as the earliest possible time on the activity network that it can take to complete a project. If activities on the critical path are delayed, the effect is to cause delays in the overall project. Critical path is determined by the series of activities whose durations define the longest path through the network of activities. Because of the project network configuration, critical path activities usually have little or no slack. These activities associated with project typically occur due to problems with trying to maintain the critical path; hence, it is frequently identified as the chief system constraint.[17]

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The Critical Chain Solution to Project Scheduling

LO 11.4 Distinguish between critical path and critical chain project scheduling techniques.

Goldratt's solution to the variables involved in project scheduling involves the aggregation, or collectivizing, of all project risk in the form of uncertain duration estimates and completion times. The aggregation of risk is a well-known phenomenon in the insurance business.[18] The **central limit theorem** states that if a number of probability distributions are summed, the variance of the sum equals the sum of the variances of individual distributions. This formula is given, where there are n independent distributions of equal variance V, as:

$$V_{\Sigma} = n \times V$$

where V_{Σ} is the variance of the sum.

The standard deviation σ can be used as a surrogate for risk, and since $\sigma^2 = V$, we find:

$$\sigma_{\Sigma} = (n)^{1/2} \times \sigma$$

where σ_{Σ} is the standard deviation of the sum. Therefore:

$$\sigma_{\Sigma} < n \times \sigma$$

Mathematically, the above formula illustrates the point that aggregating risks leads to a reduction in overall risks.

This same principle of aggregation of risks can be applied in a slightly different manner to the **critical chain** methodology. We have used the term *safety* or *project buffer* to refer to the contingency reserve for individual activities that project managers like to maintain. When we aggregate risk, this reserve is dramatically reduced so that all activity durations are realistic but challenging. That is, rather than establish duration estimates based on a 90% likelihood of successful completion, all activity durations are estimated at the 50% level. The provision for contingency, in the form of project safety, is removed from the individual activities and applied at the project level. Because of the aggregation concept, this total buffer is smaller than the sum of the individual project activity buffers. Thus, project duration is reduced.

Apple Computer Corporation's success story with its iPad tablet upgrades illustrates some of the advantages to be found in aggregating risks. Apple made a conscious decision with the iPad to subcontract most of the components of the product to a variety of suppliers. The company determined that to engineer the entire product would have been a complex and risky alternative. Instead, it contracted with several suppliers who had produced proven technology. The decision to combine these product components from other sources, rather than manufacture them in-house, led to a much faster development cycle and greatly increased profitability.[19]

Two fundamental questions to be answered at this point are: Exactly how much is the project's duration reduced? How much aggregated buffer is sufficient? Goldratt and his adherents do not advocate the removal of all project buffer, but merely the reapplication of that buffer to a project level (as shown in Figure 11.7). The determination of the appropriate amount of buffer to be maintained can be derived in one of two ways: (1) a "rule of thumb" approach that Goldratt suggests, namely, retain 50% of total project buffer; and (2) a more mathematically derived model suggested by Newbold (1998):[20]

$$\text{Buffer} = \sigma = [((w_1 - a_1)/2)^2 + ((w_2 - a_2)/2)^2 + \ \ldots \ + ((w_i - a_i)/2)^2]^{1/2}$$

where w_i is the worst-case duration and a_i is the average duration for each task that provides part of the aggregated buffer value. The assumed standard deviation would be $(w_i - a_i)/2$. Suppose you estimate that a project has a 90% likelihood of completion in 12 months under normal conditions. The formula for calculating an appropriate buffer length is:

$$\text{Buffer} = 2 \times \sigma = 2 \times [((w_1 - a_1)/2)^2 + ((w_2 - a_2)/2)^2 + \ \ldots \ + ((w_n - a_n)/2)^2]^{1/2}$$

Let us assume, for example, that we have three tasks linked together, each of 20 days in length. Thus, the worst-case (w_i) for these durations is the original 20 days. Further, by aggregating the buffer based on a 50% solution, our a_i value is 10 days for each activity. We can solve for the appropriate buffer size (two standard deviations) by:

$$\text{Buffer} = \sqrt{((20_1 - 10_1)^2 + (20_2 - 10_2)^2 + (20_3 - 10_3)^2)}$$

$$= \sqrt{300}, \text{ or } 17.32 \text{ days}$$

Visually, we can understand the application of CCPM in three distinct phases. First, all relevant project tasks are laid in a simplified precedence diagram (shown on line 1 in Figure 11.7), with anticipated durations specified. Remember that the original duration estimates have most likely been based on high probability of completion estimates and therefore require a reexamination based on a more realistic appraisal of their "true" duration. The second step consists of shrinking these duration estimates to the 50% likelihood level. All individual task safety, or buffer, has been aggregated and now is given as the project-level buffer.

At this stage, the overall length of the project has not changed because the individual task buffer is simply aggregated and added to the end of the project schedule. However, line 3 illustrates the final step in the reconfiguration, the point where the project buffer shrinks by some identifiable amount. Using the rule of thumb of 50% shrinkage, we end up with a project schedule that is still significantly shorter than the original. This modified, shortened schedule includes some minor slack for each activity. As a result, CCPM leads to shortened project schedules.

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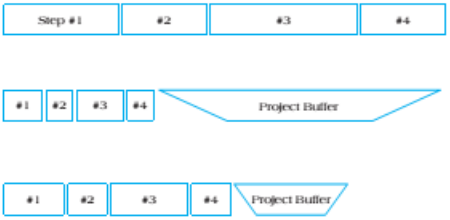


FIGURE 11.7 Reduction in Project Duration After Aggregation

Source: L. P. Leach. (1999). "Critical chain project management improves project performance," *Project Management Journal*, *30*(2), 39–51, figure on page 44. Copyright © 1999 by Project Management Institute Publications. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

Suppose that a project activity network diagram yielded the initial values given in Table 11.1. Note that the modified network shortens the overall project duration by 22 days, from the original 40 to 18. Because all risk is now aggregated at the project level, there are a total of 22 days of potential slack in the schedule resulting from shrinking activity estimates at each project step. A CCPM-modified project schedule would reapply 11 days of the acquired schedule shrinkage to serve as an overall project buffer. Therefore, the new project schedule will anticipate a duration estimated to require 29 days to completion.

What are the implications of this reapplication of project slack to the aggregated level? First, all due dates for individual activities and subactivities have been eliminated. Milestones are not used in the CCPM activity network. The only firm commitment remains to the project delivery date. Individual members of [illegible] are encouraged to provide realistic estimates and continually communicate their expectations. Clearly, for CCPM to work, a corporate culture that supports a policy of "no blame" is vital. Remember, the nature of requiring 50% likelihood estimates for individual activity durations implies that workers are just as likely to [illegible] for [illegible]. Unless [illegible] workers will quickly reacquire the habits that had once protected them—inflated estimates, wasting safety, and so forth.

A second implication may be more significant, particularly when dealing with external subcontractors. Because individual activity dates have been eliminated and milestones scrapped, it becomes problematic to effectively schedule subcontractor deliveries. When subcontractors agree to furnish materials for the project, they routinely operate according to milestone (calendar) delivery dates. CCPM, with its philosophy that deemphasizes target dates for individual tasks, creates a complicated environment for scheduling necessary supplier or subcontractor deliveries. Writers on CCPM suggest that one method for alleviating this concern is to work with contractors to negotiate the early completion and delivery of components needed for critical activities.[21]

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TABLE 11.1 Critical Chain Activities Time Reductions

Activity	Original Estimated Duration	Duration Based on 50% Probability
A	10 days	5 days
B	6 days	2 days
C	14 days	7 days
D	2 days	1 day
E	8 days	3 days
Total	40 days	18 days

DEVELOPING THE CRITICAL CHAIN ACTIVITY NETWORK

Recall from earlier chapters that with traditional CPM/PERT networks, individual activity slack is an artifact of the overall network. Activity start time is usually dictated by resource availability. For example, although an activity could start as early as May 15, we may put it off for three days because the individual responsible for its completion is not available until that date. In this way, float is used as a resource-leveling device.

With CCPM, resource-leveling is not required because resources are leveled within the project in the process of identifying the critical chain. For scheduling, therefore, CCPM advocates putting off all noncritical activities as late as possible, while providing each noncritical path in the network with its own buffer (see Figure 11.8). These noncritical buffers are referred to as *feeder buffers* because they are placed where noncritical paths feed into the critical path. As Figure 11.8 demonstrates, a portion of the critical path and one of the noncritical feeder paths join just past the point of activity C. Feeding buffer duration is calculated similarly to the process used to create the overall project buffer, attached to the end of the critical chain.

To understand how the logic of the critical chain is constructed, note that the first steps lie in making some important adjustments to traditional scheduling approaches, such as:

1. Adjusting expected activity durations to reflect a 50% probability of completion on time (shrinking the schedule)
2. Changing from an early-start process to a late-finish approach
3. Factoring in the effects of resource contention if necessary

Figures 11.9a, b, and c present a simplified series of examples that follow these steps. Figure 11.9a shows a standard activity network based on a PERT approach. A total of five activities are identified (A, B, C, D, and E) along two separate paths feeding into activity E at the project's conclusion. All activities are scheduled to begin as early as possible (early start) and are based on a standard method for estimating durations. Table 11.2 lists these expected durations.

Figure 11.9a demonstrates an expected overall project duration of 90 days, based on the longest set of linked activities (path A – B – E). The second path, C – D – E, has an overall duration of 60 days and hence, has 30 days of slack built into it. To adjust this network, the first step involves [illegible] CCPM methodology [illegible] duration estimates and subtracting [illegible] from the mean, or 50th percentile. The revised activity network assumes shrinking these estimates by 50%. Therefore, the new network has an overall duration of 45 days, rather than the original 90-day estimate (Figure 11.9b).

[illegible] step is the [illegible] feeder buffers [illegible] paths. Recall that these buffers are calculated [illegible] ing 50% of the overall schedule savings. The feeder buffer for the path C – D is calculated as (.50)(10 + 5), or 7.5 days. The project buffer, found from the values for path A – B – E, is calculated as (.50)(5 + 25 + 15), or 22.5 days. Hence, once buffers are added to the modified activity network, the original PERT chart showing a duration of 90 days with 30 days of slack, the new critical chain network has an overall duration of 67.5 days, or a savings of 22.5 days (Figure 11.9c). Through three steps, therefore, we move from an early-start to a late-start schedule, identify the critical

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FIGURE 11.8 CCPM Employing Feeder Buffers

Note: Feeder buffers are intended to prevent delays on critical activities.

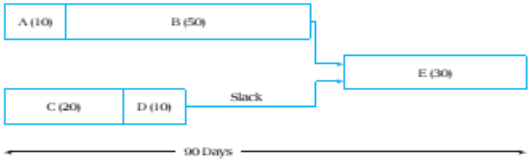


FIGURE 11.9a Project Schedule Using Early Start

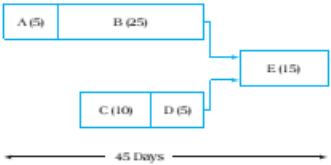


FIGURE 11.9b Reduced Schedule Using Late Start

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FIGURE 11.9c Critical Chain Schedule with Buffers Added

TABLE 11.2 Activity Durations

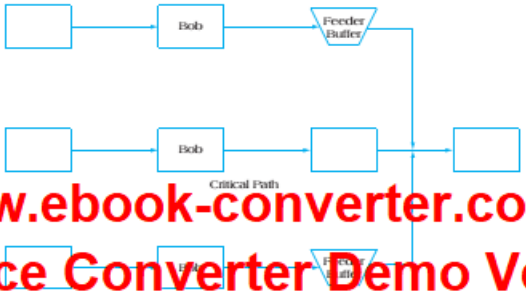
Activity	Duration
A	10 days
B	50 days
C	20 days
D	10 days
E	30 days

path (sequence of longest linked activities), and then apply feeder and project buffers. The result is a modified project schedule which, even with buffers inserted, significantly reduces scheduled completion time for the project.[22]

CRITICAL CHAIN SOLUTIONS VERSUS CRITICAL PATH SOLUTIONS

So, what is the real difference between the critical path method and Critical Chain Project Management? Critical chain is usually not the same path as the critical path within an activity network. The critical path depends only on task dependency, that is, the linkage of tasks with their predecessors. In this process, activity slack is discovered after the fact; once the network is laid out and the critical path identified, all other paths and activities may contain some level of slack. On the other hand, the critical chain usually jumps task dependency links. Again, this effect occurs because critical chain requires that all resource leveling be done before the critical chain can be identified, not afterward as in the case of PERT and CPM networks.

To illustrate this distinction, consider the differences when the activity network in Figure 11.10a is compared with the modified solution in Figure 11.10b. Figure 11.10a shows a simplified PERT network that identifies three paths. The central path is the critical path. The difficulty occurs when



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FIGURE 11.10a Critical Path Network with Resource Conflicts

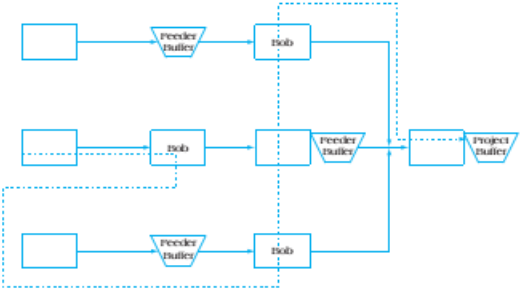


FIGURE 11.10b The Critical Chain Solution

Note: The critical chain is shown as a dashed line.

we require the same resource (Bob) to complete activities that are scheduled simultaneously. Clearly, Bob cannot perform the three tasks at the same time without significantly lengthening the overall critical path. The alternative, shown in Figure 11.10b, is to first resource-level the activities that Bob must perform. The project's schedule must consider the resource conflict and demonstrate a new network logic that allows the project to proceed.

Bob, our resource constraint (Figure 11.10b), forces the schedule to be redrawn to reflect his work assignments. Note that with the critical chain schedule (shown with the dashed line), Bob first completes his task on the central path. The other two paths require Bob as well, so he is first assigned to the task on the lower path and then accounts for his final assignment along the top path. Also note how the various feeder buffers must be redrawn in the new critical chain schedule. Because Bob's work on the first task is the predecessor for his subsequent activities, the feeder buffers on the top and bottom schedules are moved forward, or earlier, in the network to account for his resource availability (if he is delayed). Hence, because Bob is the critical resource in the network, it is imperative to first level him across the tasks he is responsible for and then redraw the network to create a new critical chain, which is distinct from the original critical path. Once the critical chain is identified, feeder buffers are added to support the critical activities while providing a margin of safety for the noncritical paths.

PROJECT PROFILE

Eli Lilly Pharmaceuticals and Its Commitment to Critical Chain Project Management

Eli Lilly Corporation is one of the giants in the pharmaceutical industry, but in the drug-manufacturing industry size is no guarantee of future success. All pharmaceutical firms in the United States are facing increasing pressure from a variety of sources: (1) the federal government, whose Affordable Care Act contains strict guidelines for drug cost control; (2) the

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FIGURE 11.11 Drug Discovery Research Lab

Source: Noel Hendrickson/Blend Images/Alamy Stock Photo

loss of patents as key drugs become generic; and (3) the need to maintain leadership in a highly competitive industry. Lilly is beginning to feel this sting personally; starting in 2011, several of its top-selling drugs went off patent, leaving the company scrambling to bring new drugs into the marketplace quickly. Unfortunately, their "late-stage" pipeline was thin, and there were few drugs waiting in the wings to be commercialized.

In its efforts to stay out in front, Lilly announced a series of strategic moves. First, the firm instituted a cost-cutting initiative across the organization aimed at trimming more than $1 billion from operations. Second, Lilly has reorganized into four divisions to streamline and consolidate operations to become more market-driven and responsive. Finally, the firm formed a Development Center of Excellence in R&D, sited at corporate headquarters in Indianapolis, Indiana. The Center is responsible for accelerating the completion of late-stage trials and release of new drugs. What does Lilly see as being key to the success of its Center of Excellence? One important element is the widespread use of Critical Chain Project Management (CCPM).

Lilly has been championing CCPM in its R&D units since 2007 and is committed to instituting the process throughout its entire R&D organization. The company's support for CCPM is based on hard evidence: "It has now been implemented on 40 of our new product pipelines and our projects are 100 percent on time delivery compared to about 60 percent for the other 60 percent of the [drugs] in the more traditional development programs,"[23] according to Steven Paul, President of Lilly Research Labs.

Lilly has found that CCPM gives the company multiple advantages, starting with re-creating a cooperative internal environment based on the shared commitment of various departments to the drug development process. Further, CCPM offers a method for maximizing the efficiency of the firm's resources, avoiding common bottlenecks in the development cycle and moving drugs through the trial stages much more rapidly. Finally, it encourages an internal atmosphere of authenticity in estimating, scheduling, and controlling projects.

The move to CCPM did not come easily. Some managers have noted that it requires a different mind-set on the part of employees, who must see their projects from an "organizational" point of view rather than from a strictly departmental perspective. Nevertheless, Lilly's public commitment to CCPM has paid off and continues to serve as a catalyst for the company's competitive success.[24]

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LO 11.5 Understand how Critical Path Methodology resolves project resource conflicts.

Suppose that after laying out the revised schedule (refer to Figure 11.9c), we discover a resource contention point. Let us assume that activities B and D require the same person, resulting in an overallocated resource. How would we resolve the conflict? Because the start times of all activities are pushed off as late as possible, the steps to take are as follows:

1. The preceding task for activity D is activity C. Therefore, the first step lies in assigning a start-as-late-as-possible constraint to activity C.
2. To remove the resource conflict, work backward from the end of the project, eliminating the sources of conflict.

Figure 11.12 presents an MS Project file that illustrates the steps in adjusting the critical chain schedule to remove resource conflicts. Note that the original figure (Figure 11.9c) highlights a standard problem when developing a typical early-start schedule, namely, the need to evaluate the schedule against possible resource overload. Suppose, for example, that the Gantt chart (Figure 11.12) indicates a resource conflict in the form of Joe, who is assigned both activities B and D during the week of March 6. Since this person cannot perform both activities simultaneously, we must reconfigure the schedule to allow for this constraint.

Figure 11.13 shows the next step in the process of resolving the resource conflict. While maintaining a late-start format, activity D is pushed back to occur after activity B, thereby allowing Joe to first perform B before moving to his next assignment. The total schedule delay amounts to approximately one week with the reconfigured schedule.

Alternatively, this resource conflict problem can be rescheduled according to Figure 11.14, in which activities C and D are moved forward in the network. This alternative solution does add additional time to the network path, moving the projected completion date to the second week in April. When choosing the most viable solution to resource conflict issues, you want the option that minimizes total network schedule disruption. In the examples shown, it might be preferable

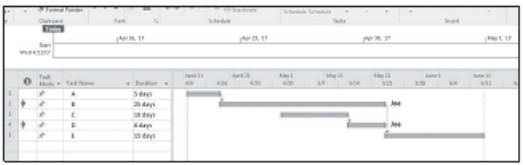


FIGURE 11.12 **Scheduling Using Late Start for Project Activities**
Source: MS Project 2016, Microsoft Corporation.

to adopt the schedule shown in Figure 11.13 because it addresses the resource conflict and offers a reconfigured schedule that loses only one week overall.

Critical Chain Project Portfolio Management

LO 11.6 Apply critical chain project management to project portfolios.

Critical Chain Project Management can also be applied to managing a firm's portfolio of projects. Basic TOC logic can be applied to the portfolio of company projects to identify the key system-wide constraint. Recall that in the single-project example, the key constraint is found to be the critical chain. At the organizationwide level, the chief constraint is commonly seen as the company's resource capacity. In balancing the portfolio of projects in process, we must first evaluate the company's chief resource constraints to determine available capacity. The resource constraint may be a person or department; it may be a companywide operating policy, or even a physical [illegible] firm's throughput.[25]

To apply CCPM to a multiproject environment, we must first identify the current portfolio of [illegible] constraint, or drum, in the [illegible] pulling projects forward in time because the drum schedule determines the subsequent sequencing of the firm's project portfolio. If the drum resource is early, some projects can be pulled forward to take advantage of the early-start. If the drum is late, projects may need to be pushed off into the future. We also need to employ buffers in portfolio scheduling, much as we did for feeder paths and overall project buffering in individual project cases. The term **capacity constraint buffer (CCB)** refers to a safety margin separating different projects scheduled to use the same resource. Applying a CCB prior to sequencing to the next project ensures that the critical resource is protected. For example, if Julia is the quality assessment expert and must inspect all beta software projects prior to their release for full development, we need to apply a CCB between her transition from one project to the next. Finally, we can also use **drum buffers** in portfolio scheduling. Drum buffers are extra safety applied to a project immediately before the use of the constrained resource to ensure that the resource will not be starved for work. In effect, they ensure that the drum resource (our constraint) has input to work on when it is needed in the project.[26]

The formal steps necessary to apply CCPM to multiple project portfolios include:[27]

1. Identify the company resource constraint or drum; that is, the driving force behind multiple project schedules. Determine which resource constraint most directly affects the performance of the overall system or which is typically in short supply and most often requires overtime. Such physical evidence is the best indicator of the company's central constraint.
2. Exploit the resource constraint by:
   a. Preparing a critical chain schedule for each project independently.
   b. Determining the priority among the projects for access to the drum, or constraining resource.

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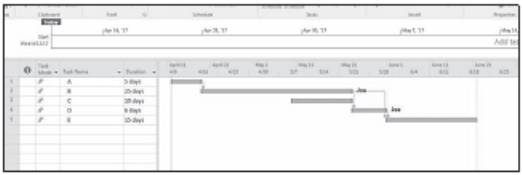


FIGURE 11.13 Reconfiguring the Schedule to Resolve Resource Conflicts

Source: MS Project 2016, Microsoft Corporation.

c. Creating the multiproject resource constraint, or drum, schedule. The resource demands for each project are collected and conflicts are resolved based on priority and the desire to maximize project development performance.

3. Subordinate the individual project schedules by—
   a. Scheduling each project to start based on the drum schedule.
   b. Designating the critical chain as the chain from the first use of the constraining resource to the end of the project.
   c. Inserting capacity constraint buffers (CCBs) between the individual project schedules, ahead of the scheduled use of the constraint resource. This action protects the drum schedule by ensuring the input is ready for it.
   d. Resolving any conflicts if the creation of CCBs adversely affects the drum schedule.
   e. Inserting drum buffers in each project to ensure that the constraint resource will not be starved for work. The buffers should be sited immediately before the use of the constraint resource in the project.
4. Elevate the capacity of the constraint resource; that is, increase the drum capacity for future [illegible] of the [illegible] sequence by improving operating procedures, [illegible] levels each time.

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As an example, consider Figure 11.15. We have identified a drum resource constraint, suggesting that resource [illegible] (A, B, C, D, E) that are queued to be completed. This point is illustrated by the dashed line running horizontally across the figure. One option, of course, is to drop the project with the lowest priority, in essence allowing the drum resource to dictate the number of projects that can be accomplished. Alternatively, we can consider methods for exploiting the system constraint using capacity constraint buffers to accomplish all three projects on a priority basis. Figure 11.15 shows the nature of the problem, with project A having the highest priority, B the next highest, and C the lowest priority. Resources exist to handle only two projects simultaneously, but the resources are not needed continuously, as the figure shows. As a result, the resource constraint problem really becomes one of scheduling, like the single-project case.

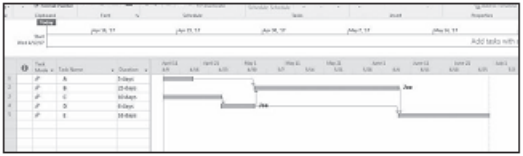


FIGURE 11.14 Alternative Solution to Resource Conflict Problem

Source: MS Project 2016, Microsoft Corporation.

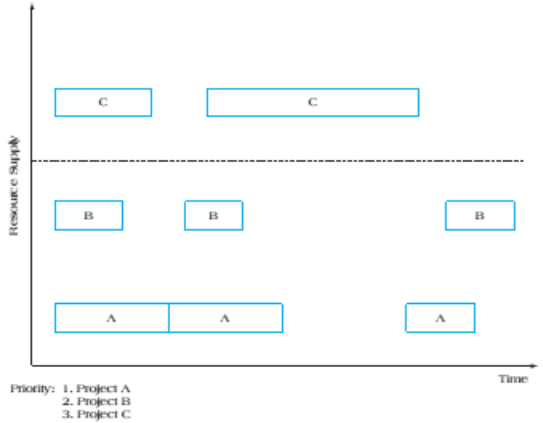


FIGURE 11.15 Three Projects Stacked for Access to a Drum Resource

Once we have identified the resource constraint and prioritized the projects for access to the drum resource, we can reschedule the projects in a manner like that shown in Figure 11.16.[28] The project in the second highest priority is the first to access the drum resource. Project C is held off until it can be included in the drum schedule. A capacity constraint buffer (CCB) is placed

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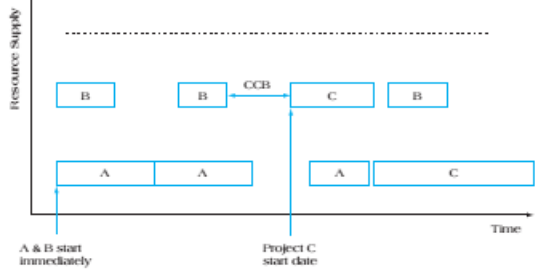


FIGURE 11.16 Applying CCBs to Drum Schedules

in front of the start date to begin work on project C. This buffer ensures that the critical resource is available when needed by the next project in the pipeline and defines the start date for the new project.

This same procedure can be used as we add a fourth, fifth, or sixth project to the portfolio. Each project is constrained by access to the drum resource and must therefore be scheduled to take into consideration the system constraint. By so doing, we can create a master project schedule that employs Goldratt's theory of constraints philosophy within a multiproject environment.

BOX 11.2

Project Management Research in Brief

Advantages of Critical Chain Scheduling

Does CCPM really work? Although several recent books and articles have appeared championing the methodology, little empirical evidence exists to either confirm or disprove the viability of the critical chain approach to scheduling. Evidence tends to be primarily anecdotal in nature, as CCPM advocates point to several firms that have realized significant savings in time and positive attitudinal changes on the part of project team members following the adoption of critical chain scheduling.

A study by Budd and Cooper[29] sought to test the efficacy of CCPM against traditional critical path scheduling in a simulated environment. Using three long projects and more than 1,000 iterations with both a critical chain and a critical path schedule, the authors projected completion times for the projects under study and determined that total activity durations for the critical chain schedules were shorter than durations using the critical path method. For their simulation models, the long projects under a CPM schedule were projected to take from 291 to 312 days to completion, with a mean finish time of 293 days. Critical chain projects were projected to take from 164 to 181 days, with a mean value of 170 days to completion. In fact, in multiple iterations involving projects of different lengths, critical chain scheduling reduced the mean duration time to complete projects anywhere from 18% to 42%. The only caveat the authors noted was their inability to reflect the negative effects of multitasking on either schedule. Nevertheless, their findings offer some evidence in support of critical chain project management as a viable alternative to critical path scheduling.

Additional research evidence is also supporting that CCPM does have a positive impact on project outcomes. In IT project management, Leach [30] found that, on average, using CCPM reduced project duration by about 25%, increased throughput (the number of projects finished per unit of time) of 25%, and the number of projects completed on time rose to 90%. Finally, a compilation of recent results from different project settings offers some encouraging evidence (see Table 11.3).[30]

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TABLE 11.3 Company Project Performance Improvements Using Critical Chain Project Management

CCPM Implementation	Before	After
New Product Development for Home Appliances (Hamilton Beach/ Proctor-Silex)	34 new products per year. 74% of projects on time.	Increased to 52 new products in first year and to 70 + in second year. 88% of projects on time.
Telecommunications Network Design and Installation (eircom, Ireland)	On-time delivery less than 75%. Average cycle time of 70 days.	Increased on-time delivery to 98 + %. Average cycle time dropped to 30 days.
Helicopter Manufacturing and Maintenance (Erickson Air-Crane)	Only 33% of projects completed on time.	Projects completed on time increased to 83%.
Oil & Gas Platform Design & Manufacturing (LeTourneau Technologies, Inc.)	Design engineering took 15 months. Production engineering took 9 months. Fabrication and assembly took 8 months.	Design engineering takes 9 months. Production engineering takes 5 months. Fabrication and assembly takes 5 months with 22% improvement in labor productivity.
High Tech Medical Development (Medtronic Europe)	Device projects took 18 months on average and were unpredictable.	Development cycle time reduced to 9 months. On-time delivery increased to 90%.
Transformer Repair and Overhaul (ABB, Halle)	42 projects completed January–December 2007.On-time delivery of 68%.	54 projects completed January–December 2008. On-time delivery of 83%.

Critiques of CCPM

Critical Chain Project Management is not without its critics. Several arguments against the process include the following charges and perceived weaknesses in the methodology:

1. Lack of project milestones makes coordinated scheduling, particularly with external suppliers, highly problematic. Critics contend that the lack of in-process project milestones adversely affects the ability to coordinate schedule dates with suppliers that provide the external delivery of critical components.[31]
2. The "newness" of CCPM is a point refuted by some who see the technique as either ill-suited to many types of projects or simply a reconceptualization of well-understood scheduling methodologies (such as PERT), provided special care has been taken to resource-level the network.[32]
3. Although it may be true that CCPM brings increased discipline to project scheduling, efficient methods for the application of this technique to a firm's portfolio of projects are unclear. The method seems to offer benefits on a project-by-project basis, but its usefulness at the program level has not been proven.[33] Also, because CCPM argues for dedicated resources, in a multiproject environment where resources are shared it is impossible to avoid multitasking, which diminishes the power of CCPM.
4. Evidence of success with CCPM is still almost exclusively anecdotal and based on single-case studies. Debating the merits and pitfalls of CCPM has remained largely an intellectual exercise among academics and writers of project management theory. Except for Budd and Cooper's modeling work, no large-scale empirical research exists to either confirm or disconfirm its efficacy.
5. A review of CCPM contended that although it does offer several valuable concepts, it is not a complete solution to current project management scheduling needs. The authors contended that organizations should be extremely careful in excluding conventional project management scheduling processes to adopt CCPM as a sole method for planning and scheduling activities.[34]
6. Critics also charge that Goldratt's evaluation of duration estimation is overly negative and critical, suggesting that his contention that project personnel routinely add huge levels of safety [illegible] is exaggerated.
7. Finally, there is concern that CCPM [illegible] underestimates the difficulties associated with achieving the type of corporatewide cultural changes necessary to successfully implement CCPM. In particular, while activity estimate padding may be problematic, it is not clear that team members will be willing to abandon safety at the hands of the project manager, a [illegible] given the possibility of consequences for missing deadlines.[35]

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Successful implementation and use of CCPM is predicated first on making a commitment to critically examining and changing the culture of project organizations in which many of the problems identified in this chapter are apparent. Truth-in-scheduling, avoiding the student syndrome, transferring project safety to the control of the project manager—these are all examples of the types of actions that indicate a healthy, authentic culture. Gaining buy-in from organizational members for this type of scheduling process is vital to the success of these new and innovative techniques that can dramatically improve time to market and customer satisfaction.[36]

Summary

11.1 ***Understand why Agile Project Management was developed and its advantages in planning for certain types of projects.*** Agile project planning offers some distinct advantages over the traditional, waterfall planning model. For example, waterfall models offer a rigid project plan in which development occurs in a logical, sequential manner, following predetermined steps. For projects with a fixed set of goals and well-understood processes, waterfall planning works well. However, Agile is useful because for many projects, it recognizes the likelihood of scope and specification changes occurring in the middle of the development cycle. Because it is an incremental, iterative planning methodology, Agile allows project teams to plan and execute elements of the project in shorter (1–4 week) segments, called Sprints. Finally,

Agile recognizes that project success must be viewed through the eyes of the user, so it emphasizes the "voice of the customer" and the development of product features they value, rather than focusing solely on specifications. The flexibility of the methodology and its commitment to creating value for the customer make Agile a good alternative project planning approach.

11.2 ***Understand the key features of the Extreme Programming (XP) planning process for software projects.*** Extreme Programming (XP) is a software development technique that takes the customer responsiveness of Agile to extreme levels. Core principles of XP include an emphasis on keeping the programming code simple, reviewing it frequently, testing early and often, and working normal business hours. Two distinct elements in XP include the use of refactoring, which is the continuous process of streamlining the software design and improving code throughout development, rather than waiting for final product testing. The second feature of XP is the use of pair programming, in which sets of programmers work side-by-side to support each other's efforts. Pair programming promotes a collaborative process in creating software and helps maintain a constant emphasis on quality during development.

11.3 ***Understand the logic behind Theory of Constraints and its implications for critical chain scheduling.*** Eli Goldratt developed the Theory of Constraints (TOC) as a paradigm to identify and resolve system constraints. There are five steps in the TOC methodology, including: 1) identify the system constraint, 2) exploit the system constraint, 3) subordinate everything else to the system constraint, 4) elevate the system constraint, and 5) determine if a new constraint has been uncovered and repeat the process. For project scheduling, Goldratt's ideas apply to the critical path, which is the network system's constraint. Because all scheduling and resource problems associated with projects typically occur due to problems with maintaining the critical path, Critical Chain scheduling helps project managers develop more effective and accurate schedules.

11.4 ***Distinguish between critical path and critical chain project scheduling techniques.*** Because of systematic problems with project scheduling, Eli Goldratt developed the Critical Chain Project Management (CCPM) process. With CCPM, several alterations are made to the traditional PERT scheduling process. First, all individual activity slack, or "buffer," becomes project buffer. Each team member, responsible for her component of the activity network, creates a duration estimate free from any padding, that is, one that is based on a 50% probability of success. All activities on the critical chain and feeder chains (noncritical chains in the network) are then linked with minimal time padding. The project buffer is now aggregated and some proportion of that saved time (Goldratt uses a 50% rule of thumb) is added to the project. Even adding 50% of the saved time significantly reduces the overall project schedule while requiring team members to be less concerned with activity padding and more with task completion.

Second, CCPM applies the same approach for those tasks not on the critical chain. All feeder path activities are reduced by the same order of magnitude and a feeder buffer is constructed for the overall noncritical chain of activities.

Finally, CCPM distinguishes between its use of buffer and the traditional PERT use of project slack. With the PERT approach, project slack is a function of the overall completed activity network. In other words, slack is an outcome of the task dependencies, whereas CCPM's buffer is used as an a priori input to the schedule planning based on a reasoned cut in each activity and the application of an aggregated project buffer at the end.

11.5 ***Understand how critical chain methodology resolves project resource conflicts.*** Critical Chain Project Management assumes that the critical chain for a project requires first identifying resource conflicts and then sequencing tasks to eliminate them. Unlike traditional PERT approaches with early-start times for networks, the CCPM approach emphasizes using late-start times, adding feeder buffers at the junction of feeder paths and the critical path, and applying an aggregate project buffer at the project level to be used as needed. All activities are sequenced to exploit resource conflicts, ensuring minimal delays between tasks and speeding up the overall project.

11.6 ***Apply critical chain project management to project portfolios.*** CCPM can also be applied at the project portfolio level, in which multiple projects are competing for limited project resources. Portfolio management first consists of identifying the maximum resource availability across all projects in a portfolio, prioritizing the projects for access to the constrained resource, and then sequencing other, noncritical project activities around the resources as they are available. The "drum resource" is the critical resource that constrains the whole portfolio. To buffer the projects that are sequenced to use the drum resources, CCPM advises creating capacity constraint buffers (CCBs) to better control the transition between projects as they queue to employ the critical resource.

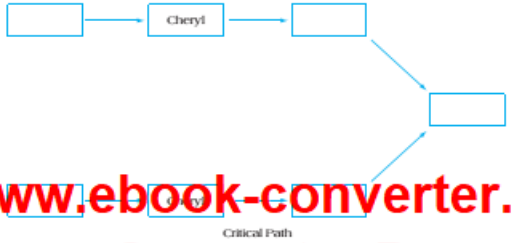
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Key Terms

Agile Project Management (Agile PM) *(p. 388)*
Burndown Chart *(p. 392)*
Capacity constraint buffer (CCB) *(p. 407)*
Central limit theorem *(p. 399)*
Critical chain *(p. 400)*
Critical Chain Project Management (CCPM) *(p. 388)*
Development team *(p. 392)*
Drum *(p. 407)*
Drum buffers *(p. 407)*
Extreme Programming (XP) *(p. 397)*
Features *(p. 391)*
Pair programming *(p. 397)*
Product Backlog *(p. 392)*
Refactoring *(p. 397)*
Scrum *(p. 390)*
Scrum Master *(p. 392)*
Sprint *(p. 391)*
Sprint Backlog *(p. 392)*
Theory of constraints (TOC) *(p. 398)*
Time-box *(p. 391)*
User stories *(p. 392)*

Solved Problem

Assume you have the project network diagram shown in Figure 11.17 and you have identified a resource conflict in which Cheryl is scheduled to work on two tasks at the same time. In this case, Cheryl has become the constrained resource for your project. How would you reconfigure this portion of the project's network diagram to better manage your critical resource? What would be the new "critical chain"?



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FIGURE 11.17 Current Network

SOLUTION

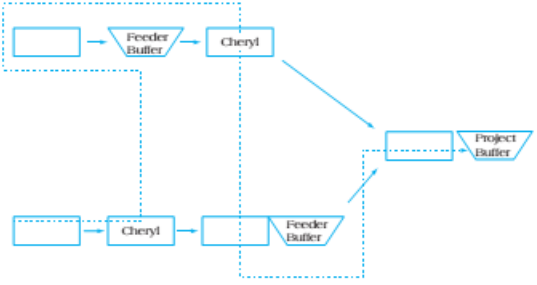


FIGURE 11.18 Solution to Solved Problem Critical Chain Network

Discussion Questions

11.1 What are the practical implications internally (in terms of team motivation) and externally (for the customer) of making overly optimistic project delivery promises?

11.2 In considering how to make a big change in organizational operations (as in the case of switching to CCPM), why might it be necessary to focus on changing the organization's current culture? That is, why does a shift in project scheduling require so many other linked changes to occur?

11.3 Why are traditional project planning methods insufficient when project deliverables are subject to changing requirements or continuous input from the project client?

11.4 What are the advantages and disadvantages of the waterfall planning model for project development?

11.5 What are the advantages and disadvantages of Agile PM?

11.6 How are the duties of the Scrum Master like a project manager? How do they differ?

11.7 Why is a focus on project features and user stories important when developing requirements?

11.8 What would be the difficulties in using Extreme Programming (XP) to develop projects? What types of projects would be best suited to employing XP?

11.9 How does aggregation of project safety allow the project team to reduce overall safety to a value that is less than the sum of individual task safeties? How does the insurance industry employ this same phenomenon?

11.10 Distinguish between project buffers and feeder buffers. What is each buffer type used to accomplish?

11.11 It has been said that a key difference between CCPM safety and ordinary PERT chart activity slack is that activity slack is determined after the network has been created, whereas critical chain path safety is determined in advance. Explain this distinction: How does the project team "find" slack in a PERT chart versus how they use the activity buffer in Critical Chain Project Management?

11.12 What are the steps that CCPM employs to resolve resource conflicts on a project? How does the concept of activity late starts aid this approach?

11.13 What key steps are necessary to employ CCPM as a method for controlling a firm's portfolio of projects?

11.14 What is a drum resource? Why is the concept important to understand to better control resource requirements for project portfolios?

Problems

11.15 Assume the network diagram shown in Figure 11.19. Megan is responsible for activities A and C. Use the critical path method to calculate the early start, early finish, late start, and late finish for each activity. Identify the critical path. Which activities should Megan monitor most closely? Which activities are most efficient in terms of time to completion for the project? Show your work.

11.16 Consider the following activities and their durations. Assume all activities begin as soon as possible. Using early start times, a network diagram is shown in Figure 11.20. Reconfigure the network using critical chain project scheduling.

a. What is the critical path?

b. How much slack is available in the noncritical path?

c. Reconfigure the network in Figure 11.20 as a critical chain network. What is the new duration of the project? Identify the project feeder buffer.

Activity	Duration
A	5 days
B	10 days
C	10 days
D	10 days
E	15 days

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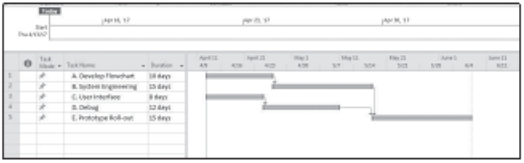


FIGURE 11.19

Source: MS Project 2016, Microsoft Corporation.

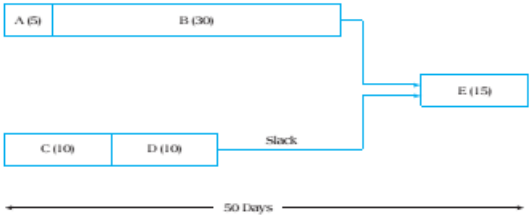
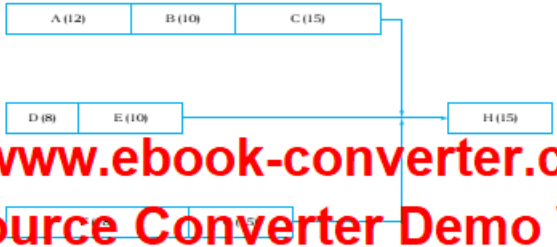


FIGURE 11.20

11.17 Reconfigure the network in Figure 11.21 using the critical chain approach. Remember to reconfigure the activities to late start where appropriate. What is the original critical path? What is the original project duration? How much feeder buffer should be applied to the noncritical paths? What is the length of the project buffer? Assume the 50% likelihood is exactly half the duration of current project activities.



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FIGURE 11.21

11.18 Assume the network in Figure 11.22 with resource conflicts. How would you redraw the network using a critical chain to eliminate the resource conflicts? Where should feeder buffers be applied? Why?

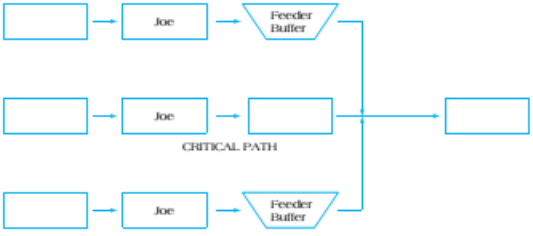
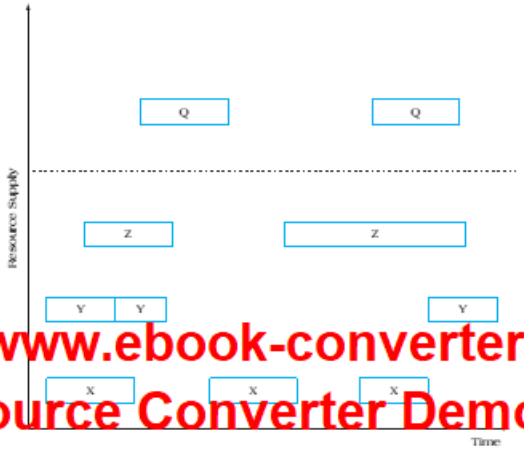


FIGURE 11.22

11.19 Consider the project portfolio problem shown in Figure 11.23. You are required to manage resources to accommodate the company's current project portfolio. One resource area, comprising Carol, Kathy, and Tom, is responsible for all program debugging as new projects are completed. Four projects have activities that need to be completed. How would you schedule Carol, Kathy, and Tom's time most efficiently? Using buffer drum scheduling, reconfigure the following schedule to allow for optimal use of the resource time:

Priority: Project X
Project Y
Project Z
Project Q

Where would you place capacity constraint buffers? Why?



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FIGURE 11.23

CASE STUDY 11.1

It's an Agile World

"This isn't what I need!" objected the admissions officer at Northwest Regional Hospital.

Judy sighed, "But this is the software you asked us to create for you."

"I don't care what I said at the time, this system won't work for us the way you have it set up. You'll have to fix it."

"But any fixes are going to set this project back at least four months," Judy warned. "Why don't you work with it for a while and get used to the features? I'm sure you'll find that it works fine."

Judy's attempt at reassurance just set off an even more negative response from the admissions officer: "Look, we needed the registration screens in a different format. I can't read this one. And on top of that, it's missing the insurance check function."

"But you didn't ask for any of those features last April when we developed the specifications for the system."

"At the time, I didn't know they were available. Since then, we got new information and some new

federal regulations. You'll have to make big changes before I can authorize our staff to switch over to this system."

As Judy reflected on this conversation later, she realized that this had become a recurring problem at the hospital. As head of the IT department, Judy was responsible for upgrading and adding multiple new reporting and information system functions to the hospital's software on an ongoing basis. It seemed as if the plan for every new effort was met by clients with initial enthusiasm and high expectations. After the preliminary scope meetings, the members of the IT group would head back to the department and work over several months to create a prototype so their clients could see the system in use, play around with it, and realize its value. Unfortunately, more often than not, that sequence just didn't happen. By the time the programmers and system developers had finished the project and presented it to the customer, these hospital staff members had forgotten what they asked for, didn't like what they received, or had a new list of "critical features" the IT representative had to immediately include.

Later, at the lunch table, Judy related the latest demonstration and rejection meeting to some of her colleagues from the IT group. To a person, they were not surprised.

Tom, her second-in-command, shrugged, "It happens all the time. When was the last time you had a [illegible] with what they asked for them?

[illegible]"

Judy shook her head, "No, there's got to be something wrong with our processes. This shouldn't keep happening like this. Think about it. What's the average [illegible] six months?"

Tom thought a moment, "Yes, something like that."

"OK," Judy continued, "during your typical development cycle, how often do we interact with the client?"

"As little as possible! You know that the more we talk to them, the more changes they ask for. It's better to just lock the specs in up front and get working. Anything else leads to delays."

Judy objected, "Does it really delay things that much, especially when the alternative is to keep developing systems that no one wants to use because it's 'not what they asked for'?"

Tom thought about this and then looked at Judy, "Maybe this is a no-win situation. If we ask them for input, we'll never hear the end of it. If we create a system for them, they don't like it. What's the alternative?"

Questions

1. Why does the classic waterfall project planning model fail in this situation? What is it about the IT department's processes that leads to their finished systems being rejected constantly?
2. How would an Agile methodology correct some of these problems? What new development cycle would you propose?
3. Why are "user stories" and system "features" critical components of an Agile IT system development process?
4. Using the terms "Scrum," "Sprint," and "User stories," create an alternative development cycle for [illegible] Northwest Regional Hospital.

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CASE STUDY 11.2

Ramstein Products, Inc.

Jack Palmer, head of the Special Projects Division for Ramstein Products, had been in his new position for only three months when he ordered an evaluation of project management practices within his division. Ramstein Products is a leading developer of integrated testing equipment for the energy industry, marketing more than 45 product lines to a variety of organizations involved in natural gas and oil exploration, power generation, and utilities. As head of special products, Jack was responsible for an ongoing project portfolio of 50 to 60 new product development projects. Top management at Ramstein estimated that 60% of company revenue came from new products and took a keen interest in the operations of the Special Projects Division.

As part of the evaluation, Jack became aware of the troubling fact that projects were routinely overrunning their budget and schedule targets, often by a significant margin. This fact was particularly troubling because Jack, who had once worked as a project manager within the division, understood that the project schedules were not terribly aggressive. In fact, he believed that a great deal of padding went into the project schedules as

(continued)

they were initially developed. Why, then, were projects chronically late and over budget?

Although important to Ramstein's future success, the Special Projects Division had long been operating on a tight resource level. There were seven system integration engineers supporting a portfolio of 55 projects. These engineers were very important to Ramstein's new product development efforts, and their services were often stretched to the breaking point. One of the senior engineers, Mary, recently informed Jack that she was supporting 14 projects, all being developed at the same time!

Jack reflected on some of the information he had received during his evaluation. Clearly, the easiest option would be to approach top management and request more systems integration engineers for his division. He had a hunch however that with the current economic conditions, any such request from him would probably be turned down. He needed to get a handle on the problems and apply some solutions now with the resources he had available.

Questions

1. Applying Goldratt's ideas of critical resources, what is the system constraint within the Special Projects Division that is causing bottlenecks and delaying the projects?
2. How is multitasking contributing to systemic delays in project development at Ramstein?
3. How could the drum buffer concepts from Critical Chain Portfolio Management be applied to this problem?

Internet Exercises

11.20 Go to www.youtube.com/watch?v=BRMDCRPGYBE for a brief overview of Critical Chain Project Management. What does the presenter suggest are the benefits and biggest challenges of implementing CCPM?

11.21 Go to www.youtube.com/watch?v=XU0llRltyFM to view a brief introduction to the techniques of Scrum for new development projects. What are time estimates for completing the [illegible] work scheduled during a Sprint? How many Sprints are scheduled in the [illegible] product release cycle?

11.22 Visit www.pqa.net/ccpm/W05001001.html and consider the [illegible] including "What's New? Different [illegible] and Creating Better Project Management Problems." What are the benefits that CCPM offers project organizations?

11.23 Go to www.focusedperformance.com/articles/multi02.html. In an article entitled "The Sooner You Start, the Later You Finish," several points are made about the logic of scheduling and the value of a critical chain solution. What, in your opinion, are the core arguments the author makes in this article?

11.24 Go to https://www.youtube.com/watch?v=[illegible] to view a presentation by [illegible] Critical Chain Project Management for maintenance services. How has their use of CCPM shortened turnaround times for their [illegible] What solutions do they suggest from Goldratt's [illegible]?

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12

Resource Management

Chapter Objectives

After completing this chapter, you should be able to:

- **12.1** Recognize the variety of constraints that can affect a project, making scheduling and planning difficult.
- **12.2** Understand how to apply resource-loading techniques to project schedules to identify potential resource overallocation situations.
- **12.3** Apply resource-leveling procedures to project activities over the baseline schedule using appropriate prioritization heuristics.
- **12.4** Follow the steps necessary to effectively smooth resource requirements across the project life cycle.
- **12.5** Apply resource management within a multiproject environment.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Estimate Activity Resources (PMBoK sec. 6.4)
2. Estimate Activity Durations (PMBoK sec. 6.5)

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PROJECT PROFILE

Environmental Concerns and Political Leadership Impact Fossil Fuel Project Cancellations

A combination of social pressures, concern for the environment, and lower prices due to a recent glut of oil on the international market have led to the cancellation or postponement of several expensive energy projects worldwide. Overall, estimates suggest that hundreds of projects, worth nearly $100 billion, have been either rejected by regulatory agencies or withdrawn by their developers since 2012, with billions more tied up in reviews and legal actions. In 2016 there were seven canceled U.S. projects, including (see Table 12.1):

TABLE 12.1 Fossil Fuel Projects Canceled in 2016

Project Name	Type of Project	Location	Budget
Gateway Pacific	Coal-export terminal	Washington	$850 million
Constitution	Natural-gas pipeline	Northeast U.S.	$875 million
Northeast Energy Direct	Natural-gas pipeline	Northeast U.S.	$3 billion
Oregon LNG	Liquefied natural gas export facility	Oregon	$6 billion
Jordan Cove & Pacific Connector	Liquefied natural gas terminal and connecting pipeline	Oregon	$6.8 billion
Oakland Bulk and Oversized Terminal	Marine bulk coal shipping terminal – rail and port development	Oakland, California	$1 billion
Gray's Harbor Terminal Project	Oil and rail storage and shipping facility	Washington	$100 million

(*continued*)

The canceled U.S. projects are just the tip of the iceberg, however. In early 2017, the Chinese government ordered 13 provinces to cancel 104 coal-fired power plants currently in development. Because of severe air pollution problems, China, which has historically worked hard to upgrade standards of living for its people, recognized the need to curtail unrestricted energy development. These canceled power plants represent foregoing 120 gigawatts of electrical capacity. To put this number in perspective, the United States generates 305 gigawatts in coal-fired energy, which means China has canceled the equivalent of one-third of the entire U.S. coal-to-energy capacity.

The current lowered price of oil has caused many energy projects to be judged as no longer profitable and the cancellation decision was relatively easy. For example, many hydraulic fracturing ("fracking") wells have been shut down in the near term because of over-supplies of oil. However, in many cases, the cancellations demonstrated that economic forces alone do not drive projects. Social or environmental pressures can play a large role in reassessing the need for projects, particularly as they relate to sensitive topics such as energy policy. The decade-long battle and "final" cancellation of the Keystone Pipeline project by the Obama administration illustrates that project approval and final completion are often uncertain and prone to change. This political changeability is shown dramatically by the subsequent approval and fast-tracking of the Keystone and Dakota Access pipeline projects within the first months of the Trump administration. Thus, it is a mistake to assume that projects of these types are routinely approved and once having been approved, are never subject to reexamination later in their development cycle. Conversely, "canceled" projects often have ways of reinventing themselves or reemerging following changes in political leadership. It is also important to recognize the critical role that intervenor groups, such as lobbyists, activists, and environmental groups can play in the decision to approve or cancel energy projects. For example, a host of social activist groups partnered with environmental organizations such as the Sierra Club to defeat the Oakland Bulk and Oversized Terminal project, arguing that the storage and handling of coal is a health hazard to local citizens. The same groups that are actively opposed to fossil fuel projects are in strong support of alternative energy options, including massive wind and solar farms.

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FIGURE 12.1 At Cherry Point, Washington, the Gateway Pacific Coal Terminal Project was canceled in May 2016.

Source: Everett Collection Inc/Alamy Stock Photo

The popularity of energy projects has been shown to be heavily dependent on broader federal and state energy policies. Economic conditions also affect the willingness to fund and support these projects; for example, during a recession, there is often a greater willingness to treat billion-dollar projects as public works undertakings to alleviate joblessness. Ultimately, one of the challenges with gaining wide acceptance of an energy project is winning the "hearts and minds" of the wider population who are affected by the project. With fossil fuel projects, the debate often centers on "jobs vs. the environment", arguments that can lead to difficult tradeoffs and passionate debate.[1]

Introduction

As noted in Chapter 1, one of the defining characteristics of projects is the constraints, or limitations, under which they are expected to operate. The number one constraint is the availability of resources, both money and people, at the critical times when they are needed. Initial project cost estimation and budgeting—those activities that nail down resources—are extremely important elements in project management. When these are performed well, they ensure appropriate resources for the project as it progresses downstream.

In Chapters 9 and 10 on project scheduling, we saw that network diagrams, activity duration estimates, and comprehensive schedules can all be developed without serious discussion of the availability of the resources. It was not until Chapter 11 on Agile and Critical Chain Scheduling, that resource availability came up as a prerequisite for accurate scheduling. Organizational reality, of course, is very different. If projects are indeed defined by their **resource constraints**, any attempt to create a reasonable project schedule must pass the test of resource availability. So, effective project scheduling is really a multi-step process. After the actual network has been constructed, the second stage must always be to check it against the resources that drive each activity. The availability of appropriate resources *always* has a direct bearing on the duration of project activities.

In this chapter, we are going to explore the concept of resource planning and management. Gaining a better understanding of how resource management fits into the overall scheme of project planning and scheduling gives us a prominent advantage when the time comes to take all those [illegible] plans and [illegible] them into [illegible] schedules. Let's start with a discussion of resource management.

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The Basics of Resource Constraints

LO 12.1 Recognize the variety of constraints that can affect a project, making scheduling and planning difficult.

Probably the most common type of project constraint revolves around the availability of human resources to perform the project. As we have noted, one of the key methods for shortening project durations is to move as many activities as possible out of serial paths and into parallel ones. This approach assumes, of course, that staff is free to support the performance of multiple activities at the same time (the idea behind parallel work). In cases in which we do not have sufficient people or other critical resources, we simply cannot work in parallel mode. When projects are created without allowing for sufficient human resources, project teams are immediately placed in a difficult, reactive position. Personnel are multitasked with their other assignments, are expected to work long hours, and may not receive adequate training. Trade-offs between the duration of project activities (and usually the project's overall schedule) and resource availability are the natural result.

In some situations, the **physical constraints** surrounding a project may be a source of serious concern for the company attempting to create the deliverable. Environmental or contractual issues can create some truly memorable problems; for example, the Philippine government contracted to develop a nuclear power plant for the city of Manila. Strangely, the site selected for its construction was against the backdrop of Mount Natib, a volcano on the outskirts of the city. As construction proceeded, environmentalists rightly condemned the choice, arguing that seismic activity could displace the operating systems of the reactors and lead to catastrophic results. Eventually, a compromise solution was reached, in which the energy source for the power plant was to be converted from nuclear to coal. With the myriad problems the project faced, it became known as the

"$2.2 Billion Nuclear Fiasco."[2] This case is an extreme example, but as we will continue to see, many real problems can accrue from taking a difficult project and attempting to develop it in hazardous or difficult physical conditions.

Materials are a common project resource that must be considered in scheduling. This is most obvious in a situation where a physical asset is to be created, such as a bridge, building, or other infrastructure project. Clearly, having a sufficient stockpile of the various resources needed to complete the project steps is a key consideration in estimating task duration times.

Most projects are subject to highly constrained (fixed) budgets. Is there sufficient working capital to ensure that the project can be completed in the time frame allowed? It is a safe bet to assume that any project without an adequate budget is doomed.

Many projects require technical or specific types of equipment to make them successful. In developing a new magazine concept, for example, a project team may need leading-edge computers with great graphics software to create glitz and glamour. Equipment scheduling is equally important. When equipment is shared across departments, it should be available at the precise time points in the project when it is needed. In house construction, for example, the cement mixer must be on site within a few days after the ground has been excavated and footers dug.

TIME AND RESOURCE SCARCITY

In the **time-constrained project**, the work must be finished by a certain time or date as efficiently as possible. If necessary, additional resources will be added to the project to hit the critical "launch window." Obviously, the project should be completed without excessive resource usage, but this concern is clearly secondary to the ultimate objective of completing the project on time. For example, projects aimed at a specific commercial launch date or those in which late delivery will incur high penalties are often time constrained.

In the **resource-constrained project**, the work must not exceed some predetermined level of resource use within the organization. While the project is to be completed as rapidly as possible, speed is not the ultimate goal. The chief factor driving the project is to minimize resource usage. In this example, project completion delays may be acceptable when balanced against overapplication of resources.

The majority of projects appear to be time constrained, but many project scope activities or work package elements that are time constrained to a greater degree. For example, if critical delivery dates must be met for some project subcomponents, they may be viewed as time-constrained within the overall, resource-constrained project. In these circumstances, the project manager would schedule resource assignments that attempt to ensure the efficient application of resources overall while allocating levels necessary to achieve deadlines within some project components.

There is, for almost all projects, usually a dominant constraint that serves as the final arbiter of project decisions. Focusing on the critical constraint, whether it is resource-based or time-based, serves as a key starting point to putting together a resource-loaded schedule that is reasonable, mirrors corporate goals and objectives, and is attainable.[3]

The challenge of optimally scheduling resources across the project's network activity diagram quickly becomes highly complex. On the one hand, we are attempting to create an efficient activity network that schedules activities in parallel and ensures the shortest development cycle possible. At the same time, however, we inevitably face the problem of finding and providing the resources necessary to achieve these optimistic and aggressive schedules. We are constantly aware of the need to juggle schedule with resource availability, trying to identify the optimal solution to this combinatorial problem. There are two equally critical challenges to be faced: (1) the identification and acquisition of necessary project resources, and (2) their proper scheduling or sequencing across the project baseline.[4]

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EXAMPLE 12.1 Working with Project Constraints

Here is an example that shows what project teams face when they attempt to manage project resources. Suppose we created a simple project activity network based on the information given in Table 12.2. Figure 12.2 demonstrates a partial network diagram, created with Microsoft Project 2016. Note that

TABLE 12.2 Activity Precedence Table

Activity	Description	Duration	Predecessors	Member Assigned
A	Assign Bids	5 days	None	Tom
B	Document Awards	5 days	A	Jeff
C	Calculate Costs	5 days	A	Jeff
D	Select Winning Bid	1 day	B, C	Sue
E	Develop PR Campaign	4 days	D	Carol

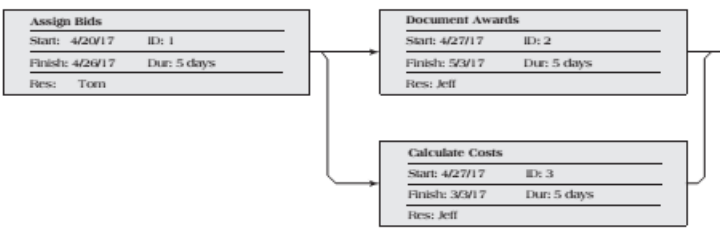


FIGURE 12.2 Sample Activity Network with Conflicts

Microsoft Project 2016 identifies activities B and C as tasks 2 and 3, respectively
Source: MS Project 2016, Microsoft Corporation

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[illegible] project manager's assignment of Jeff to both tasks B and C. From a scheduling point of view, there may be nothing wrong with this sequence; unfortunately, the project manager set up the network in such a way that both these activities require the special skills of only one member of the project team. For that reason, they cannot be performed simultaneously. Jeff will have to work on either B or C first, then switch to the other task when the first one is completed. Jeff will not be able to work on both tasks. In short, we have a case of misallocated resources within the schedule baseline. The result is to force the project team to make a trade-off decision: either increase budgeted costs for performing these activities or extend the schedule to allow for the extra time needed to do both jobs at the same time. Either option costs the project two things it can least afford: time and money.

The best method for establishing the existence of resource conflicts across project activities uses *resource-loading charts* (described more fully in the next section) to analyze project resources against scheduled activities over the project's baseline schedule. Resource-loading charts enable the project team scheduling the work to check their logic in setting resource requirements for project activities. A simplified MS Project 2016 resource usage table highlighting the resource conflict found in Figure 12.2 is shown in Figure 12.3.

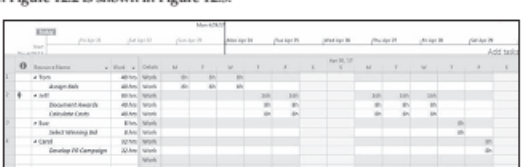


FIGURE 12.3 Resource Usage Table Demonstrating Overallocation

Source: MS Project 2016, Microsoft Corporation

Note what has happened to Jeff's resource availability. The MS Project 2016 output file highlights the fact that for a five-day period, Jeff is expected to work 16 hours each day to accomplish activities B and C simultaneously. Because the schedule in Figure 12.2 did not pay sufficient attention to competing demands for his labor when the activity chart was created, the project team is now faced with the problem of having assigned his time on a grossly overallocated basis. Although simplified, this example is just one illustration of the complexity we add to project planning when we begin to couple activity network scheduling with resource allocation.

Resource Loading

LO 12.2 Understand how to apply resource-loading techniques to project schedules to identify potential resource overallocation situations.

The concept of **resource loading** refers to the amount of individual resources that a schedule requires during specific time periods.[5] We can *load*, or place on a detailed schedule, resources with regard to specific tasks or the overall project. As a rule of thumb, however, it is generally beneficial to do both: to create an overall project resource-loading table as well as identify the resource needs for each individual task. In practical terms, resource loading attempts to assign the appropriate resource, to the appropriate degree or amount, to each project activity.

If we correlate the simple example, shown in somewhat greater detail in Figure 12.4, with the original project Gantt chart, we can see that these important first steps are incomplete until the subsequent resource assignments are made for each project activity. In Figure 12.4, we have temporarily fixed the problem of Jeff's overallocation by adding another resource, Bob, who has become responsible for activity C (Calculate Costs).

Once we have developed the Work Breakdown Structure and activity networks, the actual mechanics of creating a *resource-loading form* (sometimes referred to as a *resource usage calendar*) is relatively simple. All personnel are identified and their responsibility for each task is assigned. [illegible] pieces of information (see Figure 12.5).

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Information in the **resource usage table** shown in Figure 12.5 includes the project team members [illegible] thereby eliminating the overallocation problem originally uncovered in Figure 12.3. Team members are assigned to the project on a full-time (40 hours/week) basis, and the loading of their time commitments across these project activities corresponds to the project activity network, providing in essence a time-phased view of the resource-loading table.

The resource usage table also can provide warning signs of overallocation of project resources. For example, suppose that Jeff was again allocated to both activities B and C, as in the example from earlier in this chapter. Simply viewing the original project schedule gives no indication of this resource overallocation. When we generate the resource usage table, however, we discover the truth (see Figure 12.6). In this example, Jeff is currently scheduled to work 80 hours over a one-week period (April 27 to May 3)—clearly a much-too-optimistic scenario regarding his capacity for work!

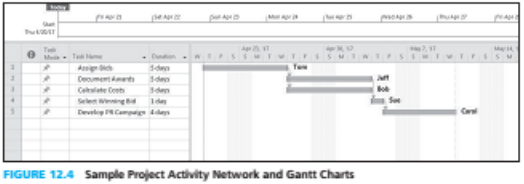


FIGURE 12.4 Sample Project Activity Network and Gantt Charts

Source: MS Project 2016, Microsoft Corporation

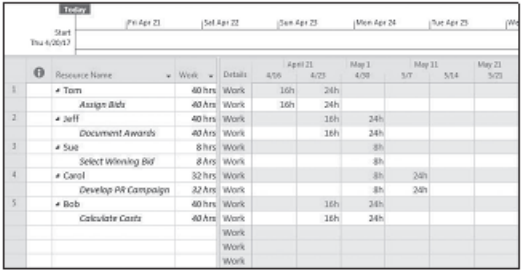
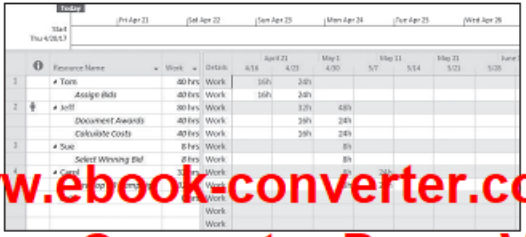


FIGURE 12.5 Resource Usage Table

Source: MS Project 2016, Microsoft Corporation



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FIGURE 12.6 Example of Resource Usage Table with Overallocation

Source: MS Project 2016, Microsoft Corporation

The benefit of the resource-loading process is clear; it serves as a "reality check" on the project team's original schedule. When the schedule is subjected to resource loading, the team quickly becomes aware of misallocation of personnel, overallocation of team members, and in some cases, lack of needed resources. Hence, the resource-loading process may point to obvious flaws in the original project WBS and schedule. How best to respond to resource-loading problems and other project constraints is the next question the project manager and team need to consider.

Resource Leveling

LO 12.3 Apply resource-leveling procedures to project activities over the baseline schedule using appropriate prioritization heuristics.

Resource leveling is the process that addresses the complex challenges of project constraints. With resource leveling, we are required to develop procedures that minimize the effects of resource demands across the project's life cycle. Resource leveling, sometimes referred to as resource **smoothing**, has two objectives:

1. To determine the resource requirements so that they will be available at the right time
2. To allow each activity to be scheduled with the smoothest possible transition across resource usage levels

Resource leveling is useful because it allows us to create a profile of the resource requirements for project activities across the life cycle. Further, we seek to minimize fluctuations from period to period across the project. The farther in advance that we are able to anticipate and plan for resource needs, the easier it becomes to manage the natural flow from activity to activity in the project with no downtime while we begin searching for the resources to continue with project tasks. The key challenge consists of making prioritization decisions that assign the right amount of resources to the right activities at the right time.

Because resource management is typically a multivariate, combinatorial problem (i.e., one that is characterized by multiple solutions often involving literally dozens, hundreds, or even thousands of activity variables), the mathematically optimal solution may be difficult or infeasible to find due to the time required to solve all possible equation options. Hence, a more common approach to analyzing resource-leveling problems is to apply some **leveling heuristics**, or simplified rules of thumb, when making decisions among resource-leveling alternatives.[6]

Some simple heuristics for prioritizing resource allocation include applying resources to:

1. ***Activities with the smallest amount of slack.*** The decision rule is to select for resource priority those activities with the smallest amount of slack time. Some have argued that this decision rule is the best for making priority decisions, resulting in the smallest schedule slippage to the overall project.[7]
2. ***Activities with the smallest duration.*** Tasks are ordered from smallest duration to largest, and resources are prioritized accordingly.
3. ***Activities with the lowest activity identification number.*** (e.g., those that start earliest in the WBS). This heuristic suggests that, when in doubt, it is better to apply resources to earlier tasks first.
4. ***Activities with the most successor tasks.*** We select for resource priority those tasks that have the most tasks following behind them.
5. ***Activities requiring the most resources.*** It is common to first apply resources to those activities requiring the most support, and then analyze the remaining tasks based on the availability of additional resources.

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Using these heuristics, let us consider a simple example and the method we would use to select the activities (tasks) that will receive priority for resources when the project network (see Figure 12.7) scheduled that require the same resource at the same time. In deciding which activity should receive first priority for available resources, we can follow the heuristic logic used in the first heuristic rule and examine tasks B and C first in terms of their respective amount of slack time. In the example activity C has the least slack, so it is the first choice for priority for the resource. However, suppose that activities B and C both had three days of slack. Then, according to the heuristic model, we could move to the second decision rule and award the first priority to activity B. Why? Because activity B has a scheduled duration of five days as opposed to activity C's duration of six days. In the unlikely event that we discovered that a tie remained between activities B and C following the first two heuristics, we could apply the third heuristic and simply assign the resource to the task with the lowest identification number (in this case, activity B). As we will see, the implication of how resources are prioritized is significant, as it has a ripple effect on subsequent resource leveling throughout the remainder of the activity network.

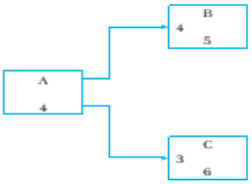


FIGURE 12.7 Sample Network Applying Resource Heuristics

EXAMPLE 12.2 An In-Depth Look at Resource Leveling

A more in-depth resource-leveling example illustrates the challenge project teams face when applying resource leveling to a constructed activity network. Suppose we constructed a project network diagram based on the information in Table 12.3. Using the process suggested in Chapter 9, we can also derive the early start (ES), late start (LS), early finish (EF), late finish (LF), and subsequent activity slack for each task in the network. Table 12.4 presents a complete set of data.

Table 12.4 identifies the network critical path as A – C – F – H – K. Figure 12.8 presents a simplified project Gantt chart that corresponds to the activities listed in the table, their durations, and their predecessors. This chart is based on the activity network shown in Figure 12.9. A more completely represented activity network is given in Figure 12.10, listing the ES, LS, EF, and LF for each activity. It is now possible to create a resource-loading table by combining the information we have in Figures 12.8 and 12.10 with one additional factor: the resources required to complete each project activity.

Naturally, there is a direct relationship between the resources we can apply to a task and its expected time to completion. For example, suppose that a task requiring one person working 40 hours per week is estimated to take two weeks (or 80 hours) to complete. Generally, we can modify the duration estimate, given adjustments to the projected resources available to work on the task.

TABLE 12.3 Activities, Durations, and Predecessors for Sample Project

Activity	Duration	Predecessors
A	5	—
B	4	A
C	5	A
D	6	A
E	6	C
G	4	D
H	7	F, G
I	5	E
J	3	G
K	5	H, I, J

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TABLE 12.4 Fully Developed Task Table for Sample Project

Activity	Duration	ES	EF	LS	LF	Slack
A	5	0	5	0	5	—
B	4	5	9	6	10	1
C	5	5	10	5	10	—
D	6	5	11	8	14	3
E	6	9	15	10	16	1
F	6	10	16	10	16	—
G	4	11	15	14	18	3
H	7	16	23	16	23	—
I	5	15	20	18	23	3
J	3	15	18	20	23	5
K	5	23	28	23	28	—

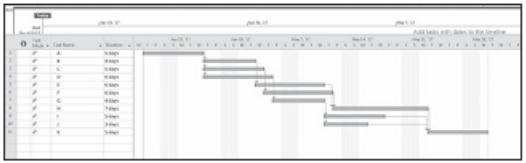


FIGURE 12.8 Gantt Chart for Sample Project

Source: MS Project 2016, Microsoft Corporation

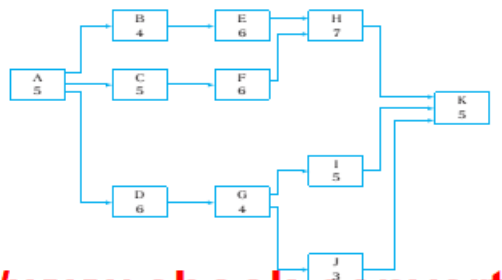


FIGURE 12.9 Sample Project Network

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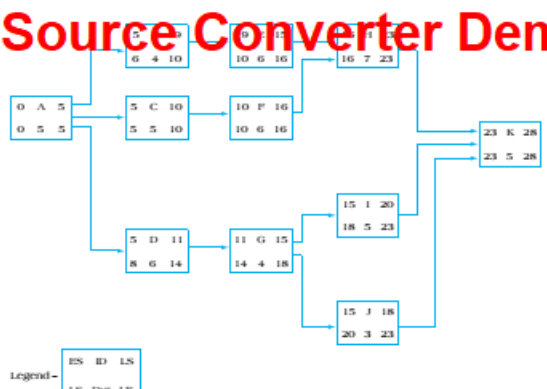


FIGURE 12.10 Sample Project Network with Early and Late Start Indicated

For example, if we can now assign two people to work full-time (40 hours) on the task, the new duration for the activity will be one week. Although the task will still require 80 hours of work to complete, with two full-time resources assigned that 80 hours can actually be finished in one week of the project's scheduled baseline.

Table 12.5 identifies the activities, their durations, total activity float (or slack) and most importantly, the number of hours per week that we can assign resources to the tasks. The time value is less than full-time to illustrate a typical problem: because of other commitments, project team members may be assigned to the project on a basis that is less than full-time. So, for example, activity A is projected to take five days, given resources assigned to it at six hours per day (or a total estimated task duration of 30 hours). Activity F is projected to take six days to complete with two hours per day assigned to it. The total resources required to complete this project within the projected time frame are 194 hours. Once this information is inserted into the project, it is now possible to follow a series of steps aimed at resource-leveling the activity network. These steps will be considered in turn.

TABLE 12.5 Activity Float and Resource Needs for the Sample Network

Activity	Duration	Total Float	Resource Hours Needed per Week	Total Resource Hours Required
A	5	0	6	30
B	4	1	2	8
C	5	0	4	20
D	6	3	3	18
E	6	1	3	18
F	6	0	2	12
G	4	3	4	16
H	7	0	3	21
I	3	5	2	6
K	5	0	5	25
			Total	194

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STEP ONE: DEVELOP THE RESOURCE-LOADING TABLE

The **resource-loading table** is created through identifying the project activities and their resources required to completion, and applying this information to the project schedule baseline. In its simplest form, the resource-loading table can be profiled to resemble a histogram, identifying hours of resource requirements across the project's life (see Figure 12.11). However, a more comprehensive resource-loading table is developed in Figure 12.12. It assumes the project begins on January 1 and the activities follow in the order identified through the project Gantt chart. Note that the resources required per day for each activity are listed against the days of the project baseline schedule when they will be needed. These total resource hours are then summed along the bottom of the table to identify the overall resource profile for the project. Note further that resource requirements tend to move up and down across the baseline, peaking at a total of 10 hours of resources required on day 10 (January 12).

The advantage of developing a detailed resource profile is that it provides a useful visual demonstration of the projected resource requirements needed across the entire project baseline. It is possible to use this resource profile in conjunction with the resource-loading table to develop a strategy for optimal resource leveling.

STEP TWO: DETERMINE ACTIVITY LATE FINISH DATES

The next step in the resource-leveling process consists of applying the additional information regarding activity slack and late finish dates to the resource-loading table (see Table 12.3). This modified table is shown in Figure 12.13. Note that in this figure, we can identify the activities with slack time

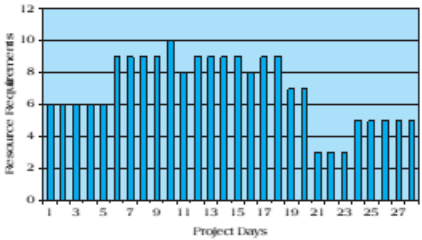


FIGURE 12.11 Resource Profile for Sample Project Network

	January																						February			
Activity	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31	1	2	5	6	7
A	6	6	6	6	6																							
B						2	2	2	2																			
C						4	4	4	4	4																		
D						3	3	3	3	3	3																	
E										3	3	3	3	3	3													
F											2	2	2	2	2	2												
G												4	4	4	4													
H																	3	3	3	3	3	3	3					
I																4	4	4	4	4								
J																2	2	2										
K																									5	5	5	5
Total	6	6	6	6	6	9	9	9	9	10	8	9	9	9	9	8	9	9	7	7	3	3	3	5	5	5	5	5

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FIGURE 12.12 Resource-Loading Table for Sample Network

	January																						February			
Activity	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31	1	2	5	6	7
A	6	6	6	6	6	⌋																						
B						2	2	2	2	⌋																		
C						4	4	4	4	4	⌋																	
D						3	3	3	3	3	3				⌋													
E										3	3	3	3	3	3	⌋												
F											2	2	2	2	2	2	⌋											
G												4	4	4	4			⌋										
H																	3	3	3	3	3	3	⌋					
I																4	4	4	4	4	4			⌋				
J																2	2	2						⌋				
K																									5	5	5	5
Total	6	6	6	6	6	9	9	9	9	10	8	9	9	9	9	8	9	9	7	7	3	3	3	5	5	5	5	5

(⌋ = Late Finish)

FIGURE 12.13 Resource-Loading Table for Sample Network When Activity Float is Included

and those that are critical (no slack time). The late finish dates for those activities with slack are included and are represented as brackets. Hence, activities B, D, E, G, I, and J are shown with late finish dates corresponding to the slack time associated with each task, while the late finish for the activities along the critical path (A – C – F – H – K) is identical to the activities' early finish dates.

STEP THREE: IDENTIFY RESOURCE OVERALLOCATION

After the resource-loading table is completed and all activity late finish dates are embedded, the process of actual resource leveling can begin with an examination of the resource profile for the project. What we are looking for here are any points across the project baseline at which resources have been allocated beyond the maximum resource level available. For example, in Figure 12.13, note that the total resources needed (the summation along the bottom row) reveals the maximum needed for any day of the project falls on January 12, when tasks requiring 10 resource units are scheduled. The question project managers need to consider is whether this resource profile is acceptable or if it indicates trouble, due to an allocation of resources that will not be available. If, for example, the project is budgeted for up to 10 resource units per day, then this resource profile is acceptable. On the other hand, if resources are limited to some figure below the maximum found in the project's resource profile, the project has an overallocation problem that must be addressed and corrected.

Certainly at this point, the best-case scenario is to discover that resources have been allocated at or below the maximum across the project baseline. Given the nature of both time and resource project constraints, however, it is much more common to find situations of resource conflicts that require leveling. Suppose that in our sample project, the maximum number of resource units available on any day is nine. We have already determined that on January 12, the project is scheduled to require 10 units, representing an overallocation. The discovery of overallocations triggers the next step in the resource-leveling process, in which we correct the schedule to eliminate resource conflict.

STEP FOUR: LEVEL THE RESOURCE-LOADING TABLE

Once a determination has been made that the project baseline includes overallocated resources, an iterative process begins in which the resource-loading table is reconfigured to eliminate the resource contention points. The most important point to remember in resource leveling is that a *ripple effect* commonly occurs when we begin to rework the resource schedule to eliminate the sources of resource conflict. This ripple effect will become evident as we work through the steps necessary to level the sample project.

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PHASE ONE Using Figure 12.13, examine the conflict point, January 12, for the tasks that require 10 resource units. Tasks C, D, and E are the tasks that require 10 resource units on January 12, with durations of 4, 3, and 3 hours respectively. Therefore, the first phase in resource leveling consists of identifying the relevant activities to determine which are likely candidates for modification. Next, which activity should be adjusted? Using the priority heuristic mentioned previously, first examine the activities to see which are on the critical path and which have slack time available. From a careful scoping the network, we know that activity C is on the critical path. Therefore, avoid reconfiguring this task if possible because any adjustment of its duration will adversely affect the overall project schedule. Eliminating activity C leaves us the choice of adjusting either activity D or activity E.

PHASE TWO Select the activity to be reconfigured. Both activities D and E have slack time associated with them. Activity D has three days of slack and activity E has one day. According to the rule of thumb, we might decide to leave activity E alone because it has the least amount of slack time. In this example, however, this option would lead to "splitting" activity D; that is, we would begin activity D on January 8, stop on the 12th, and then finish the last two days of work on January 15 and 16. Simply representing this option, we see in Figure 12.14, which shows the Gantt chart for our project, that the splitting process complicates our scheduling process to some degree. Note further that the splitting does not lengthen the overall project baseline, however; with the three days of slack associated with this task, lagging the activity one day through splitting it does not adversely affect the final delivery date.

For simplicity's sake then, we will avoid the decision to split activity D for the time being, choosing the alternative option of adjusting the schedule for activity E. This option is also viable in that it does not violate the schedule baseline (there is slack time associated with this activity).

Figure 12.15 shows the first adjustment to the original resource-loading table. The three resource units assigned to activity E on January 12 are scratched and added back in at the end of the activity, thereby using up the one day of project slack for that activity. The readjusted resource-loading table now shows that January 12 no longer has a resource conflict, because the baseline date shows a total of seven resource units.



FIGURE 12.14 Reconfiguring the Schedule by Splitting Activity D

Source: MS Project 2016, Microsoft Corporation

	January																										February		
Activity	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26	29	30	31	1	2	5	6	7
A	6	6	6	6	6	]																						
B						2	2	2	2	]																		
C						4	4	4	4	4	]																	
D						3	3	3	3	3	3				]													
E										✗	3	3	3	3	3	3	]											
F											2	2	2	2	2	2	]											
G												4	4	4	4				]									
H																	3	3	3	3	3	3	3	]				
I																4	4	4	4	4				]				
J																✗	2	2	2					]				
K																									5	5	5	]
Total	6	6	6	6	6	9	9	9	9	7	8	9	9	9	9	9	9	9	9	7	3	3	3	5	5	5	5	

(] = Late Finish)

FIGURE 12.15 Resource-Leveling the Network Table

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Note that in this example, adjustments to activity J's resource requirements, rescheduling the use of the number of the resource table for *new* resource conflicts. Remember that adjusting the table can cause ripple effects in that these adjustments may disrupt the table in other places. This exact effect has occurred in this example. Note that under the adjusted table (see Figure 12.15), January 15 in bold type shows a resource conflict has arrived. The use of the earlier activity J's free slack (1 day) created a conflict on January 22, in which 11 resource units would be scheduled. As a result, it is necessary to go through the second-phase process once more to eliminate the latest resource conflict.

Here again, the candidates for adjustment are all project tasks that are active on January 22, including activities E, F, I, and J. Clearly, activities E and F should, if possible, be eliminated as first choices given their lack of any slack time (they both now reside on a critical path). Adjusting (lagging) one day for either of the alternatives, activities I and J, will reduce the resource requirement to a level below the threshold, suggesting that either of these activities may be used. The earlier heuristic suggested that priority be given to activities with less slack time, so in this example we will leave activity I alone and instead lag the start of activity J by one day. Note that the resource totals summed across the bottom of the table (see Figure 12.15) now show that all activities are set at or below the cutoff level of nine resource hours per day for the project, completing our task. Further, in this example we could resource-level the project without adding additional dates to the project schedule or requiring additional resources; in effect, resource leveling in this example violated neither a resource-constrained nor a time-constrained restriction.

Suppose, however, that our project operated under more stringent resource constraints; for example, instead of a threshold of nine hours per day, what would be the practical effect of resource-leveling the project to conform to a limit of eight hours per day? The challenge to a project manager now is to reconfigure the resource-loading table in such a way that the basic tenet of resource constraint is not violated. To demonstrate the complexity of this process, for this example we will break the decision process down into a series of discrete steps as we load each individual activity into the project baseline schedule (see Table 12.6). Note the need, at times, to make sacrifices to the initial baseline schedule to maintain the nonviolation of the resource-loading limit.

TABLE 12.6 Steps in Resource Leveling

Step	Action
1	Assign Activity A to the resource table.
2	In selecting among Activities B, C, and D, employ the selection heuristic and prioritize C (critical activity) and then B (smallest amount of slack). Load C and B into the resource table. Delay Activity D.
3	On January 12, load Activity D. D had 3 days slack and is loaded four days late. Total delay for Activity D is 1 day.
4	On January 15, load Activities E and F (following completion of B and C). Prioritize F first (critical activity), and then add E. Both activities finish on January 22, so overall critical path schedule is not affected. Total project delay to date = 0.
5	Because of resource constraints, Activity G cannot begin until January 23. G had 3 days slack and is loaded five days late, finishing on January 26. Total delay for Activity G is 2 days.
6	Load Activity H on January 23, following completion of Activities E and F. H is completed on January 31, so overall critical path schedule is not affected. Total project delay to date = 0.
7	Because of resource constraints, Activity I cannot begin until January 29. I is loaded five days late. Total delay for Activity I is 2 days (new finish date = February 2).
8	Because of resource constraints, Activity J cannot begin until February 1. Even with slack time, J is delayed 3 days, completing on February 5.
9	Activity K cannot be loaded until completion of predecessors H, I, and J. K begins on February 6 and completes on February 12. Total project delay = 3 days.

Figure 12.16 pictures this resource-leveling example given in Table 12.5 with January and February stacked. As the steps in the table indicate, the determination of total project delay is not evident until all predecessor tasks have been loaded, resources leveled at the point each new activity is added to the table, and the overall project baseline schedule examined. Interestingly, note from the table that activity [illegible] did not have to be delayed because of [illegible] activities. Although activity C had [illegible] activity H was [illegible] it was necessary to delay the start of activity J to account for the project resource constraint. As a result, the project's baseline schedule was delayed through a combination loss of project slack and the need [illegible] activity network [illegible] resource constraints. The [illegible] of this leveling process was to delay the completion of the project [illegible] days.

The extended example in this section illustrates one of the more difficult challenges that project managers face: *the need to balance concern for resources with concern for schedule*. In conforming to the new restricted resource budget, which allows us to spend only up to eight resource units per day, the alternatives often revolve around making reasoned schedule trade-offs to account for limited resources. The project's basic schedule dictates that any changes to the availability of sufficient resources to support the activity network are going to involve lengthening the project's duration. Part of the reason for this circumstance, of course, lies in the fact that this example included a simplified project schedule with very little slack built into any of the project activities. As a result, major alterations to the project's resource base were bound to adversely affect the overall schedule.

In summary, the basic steps necessary to produce a resource-leveled project schedule include the following:

1. Create a project activity network diagram (see Figure 12.10).
2. From this diagram, create a table showing the resources required for each activity, the activity durations, and the total float available (see Table 12.5).
3. Develop a time-phased resource-loading table that shows the resources required to complete each activity, the activity early starts, and the late finish times (Figure 12.13).
4. Identify any resource conflicts and begin to "smooth" the loading table using one or more of the heuristics for prioritizing resource assignments across activities (Figure 12.15).
5. Repeat step 4 as often as necessary to eliminate the source of resource conflicts. Use your judgment to interpret and improve the loading features of the table. Consider alternative means to minimize schedule slippage; for example, use overtime during peak periods.

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January

Total Slack	Activity	1	2	3	4	5	8	9	10	11	12	15	16	17	18	19	22	23	24	25	26
0	A	[6	6	6	6	6															
1	B						[2	2	2	2	2										
0	C						[4	4	4	4	4										
−1	D						[				3	3	3	3	3	3					
0	E										[	3	3	3	3	3	3				
0	F											[2	2	2	2	2	2				
−2	G												[					4	4	4	4
	H																	[3	3	3	3
	I																[				
	J																[				
	K																				
	Total	6	6	6	6	6	6	6	6	6	7	8	8	8	8	8	5	7	7	7	7

February

Total Slack	Activity	29	30	31	1	2	5	6	7	8	9	12	13	14	15	16	17
	A																
	B																
	C																
	D																
	E																
	F																
	G																
0	H	3	3	3													
−2	I	4	4	4	4	4											
−3	J				2	2	2										
−3	K			[				5	5	5	5	5					
	Total	7	7	7	6	6	2	5	5	5	5	5	0	0	0	0	0

FIGURE 12.16 Resource-Loading Table with Lowered Resource Constraints

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Resource-Loading Charts

LO 12.4 Follow the steps necessary to effectively smooth resource requirements across the project life cycle.

Another way to create a visual diagram of the resource management problem is to employ resource-loading charts. **Resource-loading charts** are used to display the amount of resources required as a function of time on a graph. Typically, each activity's resource requirements are represented as a block (resource requirement over time) in the context of the project baseline schedule. Resource-loading charts have the advantage of offering an immediate visual reference point as we attempt to lay out the resources needed to support our project as well as smooth resource requirements over the project's life.

Here is an example to illustrate how resource-loading charts operate. Suppose our resource profile indicated several "highs" and "lows" across the project; that is, although the resource limit is set at eight hourly resource units per day, on a number of days our actual resources employed are far less than the total available. The simplified project network is shown in Figure 12.17 and summarized in Table 12.7, and the corresponding resource-loading chart is shown in Figure 12.18. The network lists the early start and finish dates for each activity, as well as the resources required for each task for each day of work.

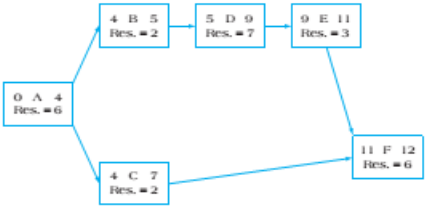


FIGURE 12.17 Sample Project Network

TABLE 12.7 Resource Staffing (Hourly Units) Required for Each Activity

Activity	Resource	Duration	Early Start	Slack	Late Finish
A	6	4	0	0	4
B	2	1	4	0	5
C	2	3	4	4	11
D	7	4	5	0	9
E	3	2	9	0	11
F	6	1	11	0	12

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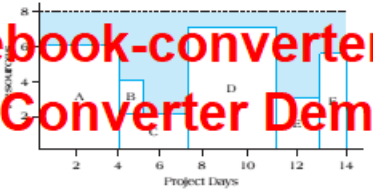


FIGURE 12.18 Resource-Loading Chart for Sample Project

In constructing a resource-loading chart that illustrates the time-limited nature of resource scheduling, there are six main steps to follow:[8]

1. Create the activity network diagram (see Figure 12.17).
2. Produce a table for each activity, the resource requirements, the duration, early start time, slack, and late finish time (see Table 12.7).
3. List the activities in order of increasing slack (or in order of latest finish time for activities with the same slack).
4. Draw an initial resource-loading chart with each activity scheduled at its earliest start time, building it up following the order shown in step 3. This process creates a loading chart with the most critical activities at the bottom and those with the greatest slack on the top.
5. Rearrange the activities within their slack to create a profile that is as level as possible within the guidelines of not changing the duration of activities or their dependence.
6. Use your judgment to interpret and improve activity leveling by moving activities with extra slack to "smooth" the resource chart across the project (see Figure 12.18).

Note that the early finish for the project based on its critical path is 12 days. However, when we factor in resource constraints we find that it is impossible to complete all activities within their allocated time, causing the schedule to slip two days to a new early finish date of 14 days. Figure 12.18 illustrates the nature of our problem: although the project allows for a total of eight hours per day for project activities, in reality the manner in which the project network is set up relative to the resources needed to complete each task makes it impossible to use resources as efficiently as possible. In fact, during days 5 through 7 a total of only two resource hours is being used for each day.

A common procedure in resolving resource conflicts using resource-loading charts is to consider the possibility of splitting activities. As we noted earlier in the chapter, **splitting activities** means interrupting the continuous stream of work on an activity at some midpoint in its development process and applying that resource to another activity for some period before returning the resource to complete the original task. Splitting can be a useful alternative technique for resource leveling provided there are no excessive costs associated with splitting the task. For example, large start-up or shutdown costs for some activities make splitting them an unattractive option.

To visually understand the task-splitting option, refer back to the Gantt chart created in Figure 12.14. Note that the decision there was made to split activity D to move the start of activity E forward. This decision was undertaken to make best use of constrained resources; in this case, there was sufficient slack in activity D to push off its completion and still not adversely affect the overall project schedule. In many circumstances, project teams seeking to make best use of available resources will willingly split tasks to improve schedule efficiency.

What would happen if we attempted to split activities where possible to make more efficient use of available resources? To find out, let us return to the activity network in Figure 12.17 and compare it with the resource-loading chart in Figure 12.18. Note that activity C takes three days to complete. Although activity C is not a predecessor for activity D, we cannot start D until C is completed, due to lack of available resources (day 5 would require nine resource hours when only eight are available). However, suppose we were to split activity C so that the task is started on day 4 and the balance is left until activity D is completed. We can shift part of this activity because it contains four days of slack. Figure 12.19 illustrates this alternative. Note that two days of activity C [illegible] the final task, F, requires that both C and E be completed, we do not delay the start of activity F by splitting C. In fact, as Figure 12.19 demonstrates, splitting C actually makes more efficient use of [illegible] times be derived from using creative methods for better utilization of resources. In this case, splitting activity C, given its four days of slack time, enables the project to better employ its resources and regain the original critical path completion date.

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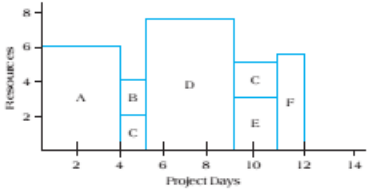


FIGURE 12.19 Modified Resource-Loading Chart When Splitting Task C

BOX 12.1

Project Managers in Practice

Robert Tanner, Renaud Peck Real Estate Development Company

Robert Tanner is a project manager for Renaud Peck Real Estate Development Company of Erie, PA. Renaud Peck is one of the largest commercial and residential development and construction firms in the city, and since its inception it has built thousands of houses and commercial properties. As the principal project manager for the firm, Robert is responsible for coordinating multiple sub-contractors, working with customers, and dealing with regulatory agencies. He has held his current position for 15 years, and in that time he has supervised the development of hundreds of commercial and residential properties.

Robert earned an undergraduate degree in Business Management at Penn State Erie, the Behrend College. He started his career as a project manager for a national home building company, Ryan Homes. This position afforded Robert the opportunity to gain a wealth of knowledge that would prove invaluable throughout his career. While employed with Ryan Homes, Robert learned the diverse demands of home building and how his personal preparedness equipped him for success. The addition of commercial building to his repertoire added new challenges that he eagerly accepted. "I find great satisfaction being a part of improving my community with new commerce and surroundings. Whether creating a home for a family, restoring a once revered building, or deciding when it is time for a building to be replaced, project management is an integral part of the communities we live in."

Robert's primary focus on daily activities requires close attention to the quality control of work performed by various trade partners, maintaining budgets, and managing foreseeable obstacles. He spends a considerable amount of time working closely with clients, ensuring their needs and budgets are met. Tanner notes, "My clients are an intricate part of the building process. I want them to be informed about the materials I use and also help them customize their space in the most efficient manner." To successfully complete that mission, customer satisfaction is his highest priority, "I want to deliver a product that exceeds not only my client's expectations, but mine as well." Furthermore, closely managing the capital and financial operations of the company ensures achieving above-industry standards on profitability. By committing to a superior product from the start, less time, attention, and funds are needed after the project is complete. Projects that are pursued in a timely manner provide trade partners with a consistent schedule and clients with a clear understanding of the next steps in the construction process.

As a project manager in the building industry, you are certain to find any number of obstacles. Numerous challenges can present themselves, from zoning ordinances and building regulations to unexpected topographical irregularities and material shortages. Working closely with your local officials by attending monthly zoning meetings can provide an avenue for your perspective to be part of the solution regarding local development opportunities. Topographical irregularities arise on a case by case basis and can include wildlife habitats, ground composition, and watershed depositories. Robert reflects on one recent challenge, "While digging a foundation for [illegible] encountered [illegible] unusual [illegible] company [illegible] was [illegible] [illegible] [illegible]

ship in truckloads of compactable material in order to bring the area back up to grade." Spending time developing relationships with representatives from local agencies is extremely important because it will facilitate necessary assistance to resolve issues promptly. Weather and international supply chains for materials may be beyond Robert's control as a project manager, but these factors still must be taken into consideration when planning and delivering value for customers.

After years of work in his profession, Robert still finds a great deal of enjoyment in what he does. "Project management in the building industry provides a great sense of pride in your community. The results are tangible and realized often within five to twelve months." When asked about what advice he would offer anyone considering a career in property development and building, Robert replied "Properly managing a client's expectations from the beginning of the project on level and frequency of communication will lead to a cohesive process. Make sure to include the client in budget planning, timelines, quality of craftsmanship, and tolerances allowed by national organizations." When done right, a completed property site is always a pleasure to observe: "Each new project brings fresh ideas, needs, and challenges. Building strong and integrated systems make the management job easier and less stressful."

Managing Resources in Multiproject Environments

LO 12.5 Apply resource management within a multiproject environment.

Most managers of projects eventually will be confronted with the problem of dealing with resource allocation across multiple projects. The main challenge is one of interdependency; any resource allocation decisions made in one project are likely to have ramifications in other projects. What are some of the more common problems we find when faced with this sort of interdependency among projects? Some of the better known problems include inefficient use of resources, resource bottlenecks, ripple effects, and the heightened pressure on personnel to multitask.[9]

Any system used to resolve the complex problems with multiproject resource allocation has to consider the need, as much as possible, to minimize the negative effects of three key parameters: (1) schedule slippage, (2) resource utilization, and (3) in-process inventory.[10] Each of these parameters forms an important challenge across multiple projects.

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SCHEDULE SLIPPAGE

In many settings, schedule slippage is seen as the most important factor. Projects can be late; in many industries, it can also result in serious financial penalties. It is not uncommon for companies to be charged thousands of dollars in penalty clauses for each day a project is delayed past the contracted delivery date. As a result, one important issue to consider when making decisions [illegible] for multiple projects is the effect they have on the [illegible] slippage for each individual project.

RESOURCE UTILIZATION

The goal of all firms is to use their existing pool of resources as efficiently as possible. Adding resources companywide can be expensive and may not be necessary, depending upon the manner in which the present resources are employed. To illustrate this point, let us reconsider the example of a resource-loading chart, shown in Figure 12.21, applied to a firm's portfolio of projects rather than to just one project's activities. In this load chart, top management can assign up to eight resource units for each

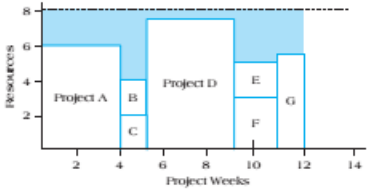


FIGURE 12.21 Resource-Loading Chart Across Multiple Projects

week of their project portfolio. Even using a splitting methodology to better employ these resources, there are still some clear points at which the portfolio is underutilizing available resources. For example, in week 5, only four resource units have been employed. The shaded area in the load chart (Figure 12.21) shows the additional available resources not employed in the current project. To maximize the resource utilization parameter, we would attempt to assign the available resources on other, concurrent projects, thereby improving the overall efficiency with which we use project resources.

IN-PROCESS INVENTORY

The third standard for analyzing the optimal use of multiproject resources is to consider their impact on in-process inventory. **In-process inventory** represents the amount of work waiting to be completed but delayed due to unavailable resources. For example, an architectural firm may find several projects delayed because it only employs one checker responsible for final detailing of all blueprints. The projects stack up behind this resource bottleneck and represent the firm's in-process inventory of projects. Excessive in-process inventory is often caused by a lack of available resources and represents the kinds of trade-off decisions companies have to make in multiproject environments. Should we hire additional resources in order to reduce our in-process inventory? If this problem is only temporary, will hiring additional resources lead to inefficient resource allocation later on?

In effect, project organizations often have to strike an appropriate balance across the three parameters: schedule slippage, resource allocation, and in-process inventory. The steps necessary to improve one measure may have negative effects on one or more of the other standards. For example, steps to maximize resource allocation may provoke schedule slippage or increase in-process inventory. Any strategies we use to find a reasonable balance among these parameters must recognize the need to juggle multiple competing demands.

RESOLVING RESOURCE DECISIONS IN MULTIPROJECT ENVIRONMENTS

The challenge of scheduling resources in multiproject environments has to do with the need to work on two levels to achieve maximum efficiency. First, with multiple projects we have to make considered decisions regarding which projects should be assigned highest priority to resources. However, it is also vital to recognize that we are often required to schedule the activities of multiple projects simultaneously. Looking at the overall loading chart in Figure 12.21 on a project level, we see that this chart has scheduled projects A through G across 12 weeks. Project A will take the majority of resources for the first four weeks. However, during the fourth week, we have scheduled two projects at the same time (B and C). We must now work to balance their individual activity resource requirements so that both projects can be completed during the same time period. Figure 12.21 illustrates the nature of the problem: on a larger level, resource allocation across multiple projects requires us to schedule projects to most efficiently use our resources. On another level however, when projects compete for resources at the same time we need to work to ensure that we can prioritize our resources across them to maximize their availability.

There are several potential methods for resolving resource allocation challenges in a multiproject setting, ranging from highly simplified heuristics to more complex mathematical programming options. The goal of each technique is to make the most efficient use of resources across multiple projects, often with competing requirements and priorities.

FIRST IN LINE The simplest rule of thumb for allocating resources is to prioritize on the basis of which projects entered the queue first. This "first come, first served" approach is easy to employ, because it simply follows the master project calendar. When resource allocation decisions need to be made, they can be done quickly by comparing the starting dates of the projects in question. Unfortunately, this technique ignores any other important information that may suggest the need to reorder the resource allocation process, such as strategic priorities, emergency or crisis situations, or projects with higher potential for commercial success. The first-in-line option can cause companies to underallocate resources to potentially high-payoff projects purely on the basis of when they were authorized, relative to earlier and less useful projects.

GREATEST RESOURCE DEMAND This decision rule starts by determining which projects in the company's portfolio will pose the greatest demand on available resources. Those projects that require the most resources are first identified and their resources are set aside. Once they have been prioritized

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and resources allocated, the company reexamines the remaining pool of projects and selects those with the next highest resource demands until the available pool is exhausted. The logic of the greatest-resource-demand approach is to recognize that resource bottlenecks are likely to spring from unexpected peaks in resource needs relative to the number of projects under development. Consequently, this approach identifies these possible bottlenecks and uses them as the starting point for additional resource allocation.

GREATEST RESOURCE UTILIZATION A variation of the greatest-resource-demand heuristic is to allocate resources to ensure the greatest use of project resources, or to minimize resource idle time. For example, an organization may seek to prioritize three projects, A, B, and C, across a resource pool made up of programmers, system analysts, and networking staff. Although project A requires the most resources for completion, it does not require any work from the system analyst resource pool. On the other hand, project B does not require as many total resources for completion, but it does need to utilize members of all three resource pool groups, that is, programmers, system analysts, and network specialists. As a result, the company may elect to prioritize project B first to ensure that all resources are being utilized to the greatest possible degree.

MINIMUM LATE FINISH TIME This rule stipulates that resource priority should be assigned to activities and projects on the basis of activity finish dates. The earliest late finishers are scheduled first. Remember that "late finish" refers to the latest an activity can finish without compromising the overall project network by lengthening the critical path. The goal of this heuristic is to examine those project activities that have extra slack time as a result of later late finish dates and prioritize resources to the activities with minimal slack, that is, early late finish dates.

MATHEMATICAL PROGRAMMING Math programming can be used to generate optimal solutions to resource-constrained problems in the multiproject setting, just as it can be employed for single projects. The common objectives that such models seek to maximize are:[11]

1. Minimize total development time for all projects
2. Minimize resource utilization across all projects
3. Maximize [illegible] resource [illegible]

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These goals are subject to the resource constraints that characterize the nature of the problem, including: (1) limited resources, (2) precedence relationships among the activities and projects, (3) [illegible] and activity due dates, (4) opportunities for activity splitting, (5) concurrent [illegible] [illegible] [illegible]

or smoothing, is a procedure that seeks to make resource scheduling easier through minimizing the fluctuations in resource needs across the project by applying resources as uniformly as possible. Thus, resource management can make project schedules more accurate while allowing for optimal scheduling of project resources. Although this process can take time early in the project planning phase, it will pay huge dividends in the long run as we create and manage project plans based on meaningful resource requirements and duration estimates, rather than wishful thinking.

Summary

12.1 ***Recognize the variety of constraints that can affect a project, making scheduling and planning difficult.*** Effectively managing the resources for projects is a complex challenge. Managers must first recognize the wide variety of constraints that can adversely affect the efficient planning of scheduling of projects, including technical constraints, resource constraints, and physical constraints. Among the set of significant resource constraints are project personnel, materials, money, and equipment. A reasonable and thorough assessment of both the degree to which each of these resource types will be needed for the project and their availability is critical for supporting project schedules.

12.2 ***Understand how to apply resource-loading techniques to project schedules to identify potential resource overallocation situations.*** Resource loading is a process for assigning the resource requirements for each project activity across the baseline schedule. Effective resource loading ensures that the project team has the appropriate resources ready for work by ensuring that all activities identified in the schedule have the necessary level of resources assigned to support their completion within the projected time estimates. A resource loading chart is a visual display of a project across its life cycle to proactively plan for the needed resources (both in terms of type of resource and amount required) at the point in the project when activities are scheduled to be accomplished. One effective, visual method for resource planning utilizes resource-leveling techniques to "block out" activities, including required resource commitment levels, across the project's baseline schedule. Resource leveling offers a useful heuristic device for recognizing "peaks and valleys" in our resource commitment over time that can make resource scheduling problematic.

12.3 ***Apply resource-leveling procedures to project activities over the baseline schedule using appropriate prioritization heuristics.*** We employ "resource-smoothing" techniques in an effort to minimize the problems associated with excessive fluctuations in the resource-loading diagram. Resource smoothing minimizes these fluctuations by rescheduling activities to make it easier to apply resources continuously over time. The first step in resource leveling consists of identifying the relevant activities to determine which are likely candidates for modification. The next question to resolve is: Which activity should be adjusted? Using the priority heuristic mentioned previously, we would first examine the activities to see which are critical and which have some slack time associated with them. The second step is to select the activity to be reconfigured. According to the rule of thumb, we first select the activities with the most slack time for reconfiguration.

12.4 ***Follow the steps necessary to effectively smooth resource requirements across the project life cycle.*** In constructing a resource-loading chart that illustrates the time-limited nature of resource scheduling, there are six main steps to follow: (1) Create the activity network diagram for the project, (2) produce a table for each activity that includes the resources required, the duration, and the early start time, slack, and late finish time, (3) list the activities in order of increasing slack (or in order of latest finish time for activities with the same slack), (4) draw an initial resource-loading chart with each activity scheduled at its earliest start time, (5) adjust the following the order from step 3, to create a loading chart with the most critical activities at the bottom and those with the greatest slack on the top, (6) rearrange the activities within [illegible] to create a smooth resource level across the project within the guidelines of not changing the duration of activities or their dependence, and (6) use judgment to interpret and improve activity leveling by moving activities with extra slack in order to "smooth" the resource chart across the project.

12.5 ***Apply resource management within a multiproject environment.*** Resource management is a far more complex activity when we consider it within a multiproject environment, that is, when we try to schedule resources among multiple projects that are all competing for a limited supply of resources. In such circumstances, several options are available to project managers to find the optimal balance between multiple competing projects and finite resources. Among the decision heuristics we can employ in making the resource allocation decisions are those which choose on the basis of (1) which projects are first in line, (2) which projects have the greatest resource demand, (3) which projects will enable our firm to use the greatest resource utilization, (4) which will enable us to reach the goal of minimizing late finish times, and (5) through the use of mathematical programming.

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Key Terms

In-process inventory *(p. 440)*
Leveling heuristics *(p. 427)*
Mixed-constraint project *(p. 423)*
Physical constraints *(p. 422)*
Resource-constrained project *(p. 423)*
Resource constraints *(p. 422)*
Resource leveling *(p. 426)*
Resource loading *(p. 425)*
Resource-loading charts *(p. 435)*
Resource-loading table *(p. 430)*
Resource usage table *(p. 425)*
Smoothing *(p. 426)*
Splitting activities *(p. 437)*
Time-constrained project *(p. 423)*

Solved Problem

Consider the resource-loading table shown here. Assume that we cannot schedule more than eight hours of work during any day of the month.

a. Can you identify any days that involve resource conflicts?
b. How would you reconfigure the loading table to resolve these resource conflicts?

	JUNE																			
Activity	**1**	**2**	**3**	**4**	**5**	**8**	**9**	**10**	**11**	**12**	**15**	**16**	**17**	**18**	**19**	**22**	**23**	**24**	**25**	**26**
A	4	4	4	4	4⌋															
B						4	4	4		⌋										
C						4	4	4	4	4⌋										
D						3	3	3	3	3	3			⌋						
E											3	3	3	3	3	⌋				
F											2	2	2	2	2	2⌋				
G																				
Total																				

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Solution

a. According to the resource-loading table, the dates June 8, 9, and 10 are all overallocated (11 hours), as are June 16, 17, 18, and 19 (9 hours).
b. One solution for leveling the resource-loading table is by taking advantage of slack time available in activities D and G and moving these activities later in the schedule to correspond with their late finish dates (see the following resource-loading table).

	JUNE																			
Activity	**1**	**2**	**3**	**4**	**5**	**8**	**9**	**10**	**11**	**12**	**15**	**16**	**17**	**18**	**19**	**22**	**23**	**24**	**25**	**26**
A	4	4	4	4	4⌋															
B						4	4	4		⌋										
C						4	4	4	4	4										
D						3	3	3	3	3	3	3	3	3	⌋					
E											3	3	3	3	3			⌋		
F											2	2	2	2	2	2⌋				
G												4	4	4	4	4	4	4	4	⌋
Total	4	4	4	4	4	8	8	8	7	7	8	8	8	8	5	6	4	4	4	

Discussion Questions

12.1 Consider a project to build a bridge over a river gorge. What are some of the resource constraints that would make this project challenging?

12.2 For many projects, the key resources to be managed are the project team personnel. Explain in what sense and how project team personnel are often the project's critical resource.

12.3 What is the philosophy underlying resource loading? What does it do for our project? Why is it a critical element in effectively managing the project plan?

12.4 It has been argued that a project schedule that has not been resource-leveled is useless. Do you agree or disagree with this statement? Why or why not?

12.5 Discuss the nature of "time/cost trade-offs" on projects. What does this concept imply for our project management practices?

12.6 When resource-leveling a project, several heuristics can help us prioritize those activities that should receive resources first. Explain how each of the following heuristics works and give an example:
- a. Activities with the smallest slack
- b. Activities with the smallest duration
- c. Activities with the lowest identification number
- d. Activities with the most successor tasks
- e. Activities requiring the most resources

12.7 Multitasking can have an important negative impact on your ability to resource-level a project. When team members are involved in multiple additional commitments, we must be careful not to assign their time too optimistically. In fact, it has been said: "Remember, 40 hours is not the same as one week's work." Comment on this idea. How does multitasking make it difficult to accurately resource-level a project?

12.8 Why is resource management significantly more difficult in a multiproject environment? What are some rules of thumb to help project managers better control resources across several simultaneous projects?

Problems

12.9 Consider a project Gantt chart with the following conditions (see Figure 12.22). Susan is your only programmer and she is responsible for Activities 3 and 4, which overlap. [illegible] Activity 3 is 6 days long and Activity 4 is 3 days long. Activity 5 is 2 days long and Activity 6 is 3 days long. Show what the new Gantt chart would look like? What would be the new project completion date?

12.10 [illegible] Activity 3 should be splitting [illegible] Activity 3 affect the revised project completion date? Show your work. Do you recommend splitting Activity 3 or allowing Susan to first complete it and then perform Activity 4? Which strategy would allow the project to finish sooner? Why?

12.11 Refer to the Gantt chart in Figure 12.23. Bob and George are carpenters who have been scheduled to work on the construction of a new office building. Just before the start of the project, George [illegible] accident and will be out of work for [illegible] weeks. Bob is responsible for Activities 3, 4, 6, and 7 as well as George's. Resource level this Gantt chart with Bob now responsible for Activities 3, 4, 6, and 7. What is the new projected completion date for the project?

12.12 Refer to Figure 12.23 [illegible] George is unavailable, suppose you have the opportunity to hire two new carpenters to perform George's tasks (shortening them by 50%). What would be the new projected completion date for the project? Would it be worth it to you to hire two replacement carpenters instead of just one? Show your work.

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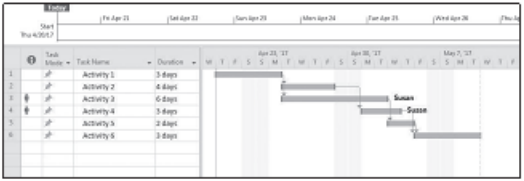


FIGURE 12.22 Problem 12.9

Source: MS Project 2016, Microsoft Corporation

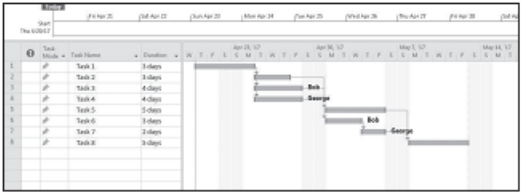


FIGURE 12.23 Problem 12.11
Source: MS Project 2016, Microsoft Corporation

For Problems 12.13 to 12.17, consider a project with the following information:

Activity	Duration	Predecessors
A	3	—
B	5	A
C	7	A
D	3	B, C
E	5	B
F	4	D
G	2	C
H	5	E, F, G

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Activity	Duration	ES	EF	LS	LF	TF
A	3	0	3	0	3	—
B	5	3	8	5	10	2
C	7	3	10	3	10	—
D	3	10	13	10	13	—
E	5	8	13	12	17	4
F	4	13	17	13	17	—
G	2	10	12	15	17	5
H	5	17	22	17	22	—

Activity	Duration	Total Float	Resource Hours Needed per Week	Total Resources Required
A	3 weeks	—	6	18
B	5 weeks	2	4	20
C	7 weeks	—	4	28
D	3 weeks	—	6	18
E	5 weeks	4	2	10
F	4 weeks	—	4	16
G	2 weeks	5	3	6
H	5 weeks	—	6	30
			Total	146

12.13 Construct the project activity network using AON methodology.

12.14 Identify the critical path and other paths through the network.

12.15 Create a time-phased resource-loading table for this project, identifying the activity early start and late finish points.

12.16 Assume that there is a maximum of eight resource hours per week available for the project. Can you identify any weeks that have resource overcommitments?

12.17 Resource-level the loading table. Identify the activity that can be rescheduled and reconfigure the table to show this reallocation.

12.18 Consider the following partial resource-loading chart. Suppose that you have a maximum weekly resource hour capacity of 8.

a. What are the dates on which project resources are overallocated?

b. How should the resource-loading table be reconfigured to correct the overallocation?

c. Now suppose that the maximum number of resource hours per day you can commit is reduced to six. How would you reconfigure the resource-loading table to adjust for this number? What would be the new project completion date?

12.19 Suppose you have the following information about Project Cross-Talk.

Activity	Duration	Predecessors	Resource Assigned
A	5	---	Beth
B	5	A	Sam
C	6	A	Jenny
D	13	B, C	Sam
E	6	B	Jenny
F	4	D	Frank
G	9	C	Bill
H	2	E, F, G	Kate

Consider the project Gantt chart shown in Figure 12.24. Identify the resource constraints in the network. Who are the resources who have been incorrectly (over) assigned? What evidence do you have to support this view?

a. Is Jenny really a resource bottleneck due to her assignment to Activities C and E? Why or why not (Hint: remember the slack in the project schedule)?
b. Suppose Bill quit the company at the start of the project and left you short-staffed, forcing you to have Jenny work on Activity G, in addition to her other assignments. How will adding Activity G to her responsibilities affect the project completion date?
c. Suppose only Sam is capable to performing Activity G, in addition to his other current assignments. How will resource-leveling the project because of Sam and his resource conflicts affect the project completion date?

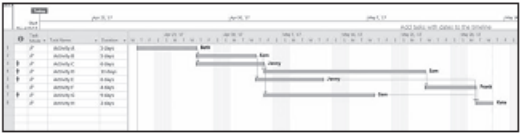


FIGURE 12.24 Problem 12.19

Source: MS Project 2016, Microsoft Corporation

CASE STUDY 12.1

The Problems of Multitasking

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[illegible] U.S. financial services company found itself [illegible] even [illegible] behavior [illegible]. The scheduling [illegible] was [illegible] to [illegible] strategic program. Both the budget and schedule baselines had begun slipping almost from the beginning, and [illegible] because several [illegible] of a project management consulting firm. After investigating the organization's operations, the consulting firm determined that the primary source of problems both with this project in particular and the company's project management practices in general was a serious failure to accurately forecast resource requirements. In the words of one of the consultants, "Not enough full-time [human] resources had been dedicated to the program."

The biggest problem was the fact that too many of the project team members were working on two or more projects simultaneously—a clear example of multitasking. Unfortunately, the program's leaders developed their ambitious schedule without reflecting on the availability of resources to support the project milestones. With their excessive outside responsibilities, no one was willing to take direct ownership of their work on the program, people were juggling assignments, and everyone was getting farther behind in all the work. Again, in the words of the consultant, "Project issues would come up and there would be nobody there to handle them [in a timely fashion]." Those little issues, left unattended, [illegible] bottom out.

Following their recognition of the problem, the [illegible] first [illegible] by the consultants was to get top [illegible] against [illegible] negotiate [illegible] with the project team. First, the core team members were freed from other responsibilities so they could devote their full-time attention to the program. Then, other support members of the project were released from multitasking duties and assigned to the project on a full-time or near full-time basis as well. The result, coupled with other suggested changes by the consultants, was to finally match up the project's schedule and activity duration estimates with a realistic understanding of resource needs and availability. In short, the program was put back on track because it was finally resource-leveled, particularly through creating full-time work assignments for the project team that accurately reflected the need to link resource management with scheduling.[12]

Questions

1. How does multitasking confuse the resource availability of project team personnel?
2. "In modern organizations, it is impossible to eliminate multitasking for the average employee." Do you agree or disagree with this statement? Why?

3. Because of the problems of multitasking, project managers must remember that there is a difference between an activity's duration and the project calendar. In other words, 40 hours of work on a project task is *not* the same thing as one week on the baseline schedule. Please comment on this concept. Why does multitasking "decouple" activity duration estimates from the project schedule?

CASE STUDY 12.2

"First Come, First Served": Resource Challenges for Sunrise Restoration[†]

Sunrise Restoration and Remodeling is a small, privately-owned construction business specializing in restoring residential properties that have been damaged by fires and floods. Sunrise has a few dedicated project managers working diligently to oversee clean-up and reconstruction for many properties at a time. Each customer's project is unique, depending on the extent of damage and scope of work. Once Sunrise sends an estimator out to assess the scope of work, the project is transitioned to a project manager for completion.

Much of the restoration work is completed by expert construction workers who are subcontracted by Sunrise Restoration. It is very challenging to find high-quality, reliable, consistent, and available contractors with the number of homes in need of repairs. Sunrise has worked with many companies only to find that they cannot use [illegible] quality of work [illegible] contractors is very limited and diminishing. They are constantly looking for new subcontractors, but finding [illegible] to be a result of trial and error. Project managers are frustrated [illegible] to challenges in providing realistic time estimates for jobs (different contractors provide varying time estimates). Completing jobs on schedule has been challenging.

Due to the continuous demand for technical construction resources, Sunrise has recently hired two technicians on staff full-time. These technicians are generalists who can perform many construction activities, but they each have their own restrictions according to levels of expertise and physical limitations from past injuries. Therefore, although each technician is available 40 hours per week, they are not able to complete some tasks. Technicians are intended to be a supplemental human resource, working in addition to the subcontractor experts.

Sunrise Restoration and Remodeling wants to keep project costs low and profit margins high. To incentivize project managers to keep costs down, the owners pay project managers a commission for coming in under budget and a percentage of the difference between the budgeted project amount and actual costs spent. The commission is paid upon project completion. Therefore, the project managers are constantly seeking the cheapest resources they can find without sacrificing quality standards and they want to finish projects as quickly as possible. It is up to the project managers to find subcontractors for their projects and they do not like to share with the other Sunrise project managers. For completing work, they also want to use the in-house technicians as much as possible because the labor hours billed to their projects are much lower than the subcontractor rates.

It is obvious that the Sunrise project managers are competing among each other for external resources: low-cost, high-quality, and fast subcontractors. Additionally, they are experiencing increasing conflicts as they all want to utilize the same two Sunrise technicians. Company [illegible] project managers [illegible] the two in-house technicians. Often, the first project manager to assign a technician to a specific job site on a specific day and time [illegible] that technician on the project. One project manager, Tyler, was getting very frustrated with another project manager, Ken, for continuously taking both technicians for his own jobs, leaving Tyler's job sites without technician support. Ken often called the technicians and got verbal confirmation of their availability for weeks at a time, leaving them available for every other project manager for only a few hours each week. As a result, Tyler's subcontractor costs and total project costs were quickly rising, and so were his frustrations.

Sunrise also owned equipment, stored in their warehouse, to be utilized for cleaning or drying damaged job sites. One morning, Tyler called one of the technicians, Dave, to go pick up an industrial air mover and a dehumidifier from the warehouse before meeting him at a job site. Dave agreed. (Per Sunrise's "first in line" policy, Tyler verified at 5:00 pm the day prior that the equipment was there to use.) Soon enough, Dave called Tyler explaining that the equipment was not at the warehouse because Ken took it to use for one of his

[†]This case was prepared by Jennifer Morin, University of Central Florida. Used by permission.

(continued)

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projects. Ken got to the warehouse first. Now, Tyler's project would experience a one-week delay because no other work could be done until cleaning is completed (a 3-day long task) and Tyler won't have a technician available for his projects until early next week.

Frustrated, Tyler brought his concerns to the Sunrise owner: "I don't know why we have to share technicians. The process for assigning them on a first come, first served basis isn't working for me. It's not working for getting cleaning equipment to my job sites, either. I think we need to buy another set of cleaning systems. We also need more technicians. On top of everything else, Ken has now started poaching my subcontractors for his jobs—he took my tile guy yesterday. We are constantly competing for the same resources."

The owner responded to Tyler, "Well, this is the way we've always done things and nobody else has ever complained. A little competition never hurt anyone. I like that you all have a sense of urgency to get your jobs completed, but I don't have any more money to hire technicians or buy more equipment. What if I were to get the extra people and cleaning machines, but they just sat idle in the warehouse? I can't afford that. I'm open to suggestions, but I don't have a lot of money to invest in some fancy project software. You know it's up to you to find your own subcontractors as well. Come back to me when you have a solution instead of a pile of problems."

Questions

1. Describe some of the resource constraints that Sunrise and its project managers are facing.
2. Is Sunrise's current method of prioritizing resource assignments viable? Why or why not?
3. How could technology alleviate some of Sunrise's resource management issues?
4. Would Tyler's suggestion to hire additional technicians and purchase more equipment solve the resource problems at Sunrise? Why or why not?
5. Put yourself in Tyler's position and create a one-page proposal for the Sunrise owner. Outline the current issues briefly with corresponding detailed recommendations for action. Your actionable improvements must be specific, address your (Tyler's) concerns, align with the owner's priorities, and outline the benefits of your solutions in a persuasive manner.

Internet Exercises

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12.20 Access www.fastcompany.com/magazine/87/project-management.html. What suggestions does the author offer for managing the pressures to multitask? The author suggests that you "[create] a project." What does this mean? How does creating a project help multitasking?

12.21 Search the Web for examples of projects that suffer from each of the following:

a. Time constraints
b. Resource constraints
c. Mixed constraints

For each of these examples, cite evidence of the types of constraints you have identified. Is there evidence of how the project is working to minimize or resolve these constraints?

12.22 Access the site at http://www.tunnel.pro/ known as the "Big Dig." Describe the problems that the project had. How did resource management play a role in the severe delays and cost overruns associated with the project?

MS Project Exercises

Exercise 12.23

Refer to the following activity network table. Enter this information using MS Project to produce a Gantt chart. Assume that each resource has been assigned to the project activity on a full-time (8 hours/day or 40 hours/week) basis.

Activity	Duration	Predecessors	Resource Assigned
A. User survey	4	None	Gail Wilkins
B. Coding	12	A	Tom Hodges
C. Debug	5	B	Wilson Pitts
D. Design interface	6	A, C	Sue Ryan
E. Develop training	5	D	Reed Taylor

Exercise 12.24

Using the information from Exercise 12.23, produce a resource usage sheet that identifies the total number of hours and daily commitments of each project team member.

Exercise 12.25

Refer to the activity network table shown in Exercise 12.23. Suppose that we modified the original table slightly to show the following predecessor relationships between tasks and resources assigned to perform these activities. Enter this information into MS Project to produce a Gantt chart. Assume that each resource has been assigned to the project activity on a full-time (8 hours/day or 40 hours/week) basis.

Activity	Duration	Predecessors	Resource Assigned
A. User survey	4	None	Gail Wilkins
B. Coding	12	A	Tom Hodges
C. Debug	5	A	Tom Hodges
D. Design interface	6	B, C	Sue Ryan
E. Develop training	5	D	Reed Taylor

a. Using the Resource Usage view, can you determine any warning signs that some member of the project team has been overassigned?
b. Click on the Task Usage view to determine the specific days when there is a conflict in the resource assignment schedule.

Exercise 12.26

Using the information provided in Exercise 12.25, how might you resource-level this network to remove the conflicts? Show how you would resource-level the network. From a schedule perspective, what is the new duration of the project?

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PMP CERTIFICATION SAMPLE QUESTIONS

12.27 The project manager identifies 20 tasks needed to complete the project. The four project team members will be working on the activities. The process of assigning personnel to project activities is known as:
a. Resource leveling
b. Resource loading
c. Finding the critical path
d. Creating a Work Breakdown Structure (WBS)

12.28 The correct definition of resource leveling is:
a. A graph that displays the resources used over time on a project
b. The process of applying resources to a project's activities
c. The process of creating a consistent (level) workload for the resources on the project, driven by resource constraints
d. A project schedule whose start and finish dates reflect expected resource availability

12.29 Project resource constraints can involve any of the following examples?
a. Poorly trained workers
b. Lack of available materials for construction
c. Environmental or physical constraints of the project site itself
d. All the above would be considered examples of project resource constraints

12.30 When adopting resource-leveling heuristics, which of the following are relevant decision rules?
a. The activities with the least slack time should have resources allocated to them first
b. The activities with the longest duration are the best candidates for receiving extra resources
c. Activities with the fewest successor tasks should have resource priority
d. Activities with the highest WBS identification numbers are the first to receive available resources

12.31 One of the benefits of resource-loading charts is that they:
a. Represent a method for finding available activity slack
b. Graphically display the amount of resources required as a function of time
c. Help resolve resource conflicts in multiproject settings
d. All of the above are benefits of using resource-loading charts

12.32 Your customer has requested a minor change to the project that "shouldn't impact the schedule." How should you respond?
a. Authorize the change to maintain good customer relations
b. Refuse the change because you wish to avoid scope creep
c. Evaluate the impact of the change against the other project constraints.
d. Involve top management to determine the best course of action

12.33 Resources should be estimated against which entity:
a. The deliverables level of the WBS
b. Critical project constraints
c. The work package level
d. The scheduled activities

12.34 When are the resource requirements estimated?
a. After the activities have been defined but before the schedule has been developed
b. After the schedule has been developed but before activities have been defined
c. As soon as the scope statement is agreed to by the customer
d. After the deliverables are contracted

12.35 Resource leveling is a method to:
a. Make sure everyone working on the project has approximately the same amount of work to accomplish
b. A technique in which start and finish dates are adjusted based on resource constraints with the goal of balancing demand for resources with the available supply
c. Use a calendar to identify the working days and shifts on which each specific resource is available
d. None of the above

12.36 The objectives of resource smoothing are:
a. To determine the resource requirements so that they will be available at the right time
b. To allow each activity to be scheduled with the smoothest possible transition across resource usage levels
c. Both a and b are objectives of resource smoothing
d. Neither a and b are objectives of resource smoothing

Answers

12.27. b—The act of assigning personnel to specific project activities is usually referred to as resource loading.
12.28. c—Resource leveling involves smoothing, or creating consistent workloads across the project schedule for the available resources.
12.29. d—Project resources can include people, physical conditions, and material resources; therefore, all the examples cited represent project resource constraints.
12.30. a—As a useful resource-leveling heuristic, the activities with the least slack time should have resources allocated to them first.
12.31. b—Resource-loading charts are a graphic means of identifying resource requirements as a function of the project's duration; they can help visually identify overloads or inefficient undercommitment of resources.
12.32. c—Any change request must be evaluated against project constraints (especially resource constraints) to ensure that it will not affect the delivery date.
12.33. d—resources are estimated against the project's scheduled activities.
12.34. a—it is common to estimate resource requirements after the activities have been defined but before the schedule has been developed.
12.35. b—resource leveling is a technique for adjusting start and finish dates based on resource constraints.
12.36. c—both a and b are objectives of resource smoothing (also referred to as resource leveling).

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INTEGRATED PROJECT

Managing Your Project's Resources

You have an important task here. Now that you have created a network plan, including a schedule for your project, it is vital to resource-level the plan. Develop a resource-loading chart for your project. As you do this, keep in mind the budget you created for your plan and the personnel you have selected for the project team. Your resource-leveling procedure must be congruent with the project schedule (as much as possible) while maintaining your commitment to the use of the project resources you are intending to employ.

Remember that the key to doing this task efficiently lies in being able to maximize the use of project resources while having a minimally disruptive effect on your initial project schedule. As a result, it may be necessary to engage in several iterations of the resource-leveling process as you begin to shift noncritical tasks to later dates to maximize the use of personnel without disrupting the delivery date for the project. For simplicity's sake, you may assume that your resources for the project are committed to you at 100% of their work time. In other words, each resource is capable of working 40 hours each week on this project.

Create the resource-leveling table. Be sure to include the schedule baseline along the horizontal axis. What was your initial baseline? How did resource-leveling your project affect the baseline? Is the new projected completion date later than the original date? If so, by how much?

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13

Project Evaluation and Control

Chapter Objectives

After completing this chapter, you should be able to:

13.1 Understand the nature of the control cycle and the four key steps in a general project control model.

13.2 Recognize the strengths and weaknesses of common project evaluation and control methods.

13.3 Understand how Earned Value Management can assist project tracking and evaluation.

13.4 Use Earned Value Management for project portfolio analysis.

13.5 Understand critical issues in the effective use of Earned Value Management.

13.6 Understand behavioral concepts and other human issues in evaluation and control.

13.7 From Appendix 13.1: Understand the advantages of Earned Schedule methods for determining project schedule variance, schedule performance index, and estimates to completion.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Control Schedule (PMBoK sec. 6.6.2.2)
2. Control Costs (PMBoK sec. 7.4)
3. Earned Value System (PMBoK sec. 7.4.2.1)
4. Forecasting (PMBoK sec. 7.4.2.2)
5. Perform Integrated Change Control (PMBoK sec. 4.5.2)

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PROJECT PROFILE

U.S. Army Can't Track Spending on its Spending Tracker Project

With a level of irony that is apparent to all who are familiar with the project (or with numerous examples of murky government project management practices), the Inspector General for the Department of Defense (DoD) announced that in spending more than $725 million for a high-tech electronic network to track supplies, the Army had failed to comply with the reporting rules that allow its own auditors to track spending. In other words, the U.S. Army developed a system to track how money was being spent, but did it in such a way that auditors have no idea where the money went!

The Global Combat Support System-Army (GCSS-Army) is a logistical support system that is meant to track spare parts, supplies, and other necessary equipment. Starting in 1997, the system quickly developed problems that led to it being switched from a custom-tailored software package to a web-based commercial Enterprise Resource Planning (ERP) system. By the time the switch was made, nearly $100 million had been spent. The development has proceeded for well over a decade now, and estimates are that over $725 million has been spent to date on a system that is estimated to ultimately cost about $4.3 billion. The Army currently states that GCSS-Army will be operational by late 2017.

However, there's a problem—no one knows for sure how much has actually been spent and where the money has gone. The Army failed to comply with a variety of federal reporting laws requiring all federal agencies to prepare standardized financial reporting statements. This occurred because "DoD and Army management did not have adequate controls, including procedures and annual reviews, in place to ensure GCSS-Army compliance with Treasury and DoD guidance," according to the Inspector General. Of serious concern was the failure of the Army's accounting system to



FIGURE 13.1 U.S. Army soldier sitting at a computer terminal
Source: Straight 8 Photography/Shutterstock

correctly report on money spent on the system to date, which would lead to opportunities to understate the amount spent on the project while overstating the amount of budget money still available to complete it.

Unfortunately, the GCSS-Army program problems are just the visible tip of a very embarrassing iceberg. Estimates suggest that the Pentagon is operating with old record-keeping systems (some estimates put the number as high as 5,000 distinct systems that are currently in place) that simply cannot keep accurate records of annual spending. Since the late 1990s, the DoD has launched some 20 projects to build modern database management systems for better record keeping. However, a series of [illegible] will [illegible] billions [illegible] budget systems. [illegible] GCSS-Army [illegible] a planned cost of [illegible] $14 billion to build and operate them. By 2012, just six of these ERP projects had already racked up cost overruns of over $8 billion and had delays ranging from 2 to 13 years. Although the Pentagon promises to correct these problems, the Inspector General's audit of the GCSS-Army system does not leave Pentagon managers (or taxpayers) feeling optimistic. [illegible] continuous [illegible] and DoD [illegible] not [illegible] reviews of the project's status, nor did they have adequate controls and procedures in place to conduct them correctly. Of the GCSS-Army's 15 component features, five of them were found to be out of compliance with Treasury guidelines, with a financial impact of nearly $2 billion.

The Army's response to this mess is to assure the auditors that the system will be financially compliant with all Treasury department guidelines by the end of 2017. However, they also note that there will need to be additional modifications to the system as it continues to be developed, which is likely to result in significant cost overruns. At this point, is anyone surprised?[1]

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Introduction

One of the most significant challenges with running a project has to do with maintaining an accurate monitoring and control system for its implementation. Because projects are often defined by their constraints (i.e., budget and schedule limitations), it is vital that we ensure they are controlled as carefully as possible. Project monitoring and control are the principal mechanisms that allow the project team to stay on top of a project's evolving status as it moves through the various life cycle stages toward completion. Rather than adopting a "no news is good news" approach to monitoring and control of projects, we need to clearly understand the benefits that can be derived from careful and thorough status assessments as the project moves forward.

In order to ensure that the project's control will be as optimal as possible, we need to focus our attention on two important aspects of the monitoring process. First, we need to identify the appropriate cues that signal project status, as well as understand the best times across the project's life cycle

to get accurate assessments of its performance. In other words, we need to be fully aware of the *what* and *when* questions: What information concerning the project should be measured, and when are the best times to measure it? Our goal is to have a sense of how to develop systematic project control that is comprehensive, accurate, and timely. Put another way, when we are responsible for a multimillion-dollar investment in our organization we want to know the status of the project, we want that information as soon as we can get it, and we want it to be as up-to-date as possible.

Control Cycles—A General Model

LO 13.1 Understand the nature of the control cycle and the four key steps in a general project control model.

A general model of organizational control includes four components that operate in a continuous cycle and can be represented as a wheel. These elements are:

1. *Setting a goal.* Project goal setting goes beyond overall scope development to include setting the project baseline plan. The project baseline is predicated on an accurate Work Breakdown Structure (WBS) process. Remember that WBS establishes all the deliverables and work packages associated with the project, assigns the personnel responsible for them, and creates a visual chart of the project from the highest level down through the deliverable and task levels. The project baseline is created as each task is laid out on a network diagram and resources and time durations are assigned to it.
2. *Measuring progress.* Effective control systems require accurate project measurement mechanisms. Project managers must have a system in place that will allow them to measure the ongoing status of various project activities in real time. We need a measurement system that can provide information as quickly as possible. *What to measure* also needs to be clearly defined. Any number of devices will allow us to measure one aspect of the project or another; however, the larger question is whether or not we are getting the type of information we can really use.
3. *Comparing actual with planned performance.* When we have some sense of the original baseline plan, [illegible] to [illegible] the [illegible] to compare the two pieces of information. A gap analysis can be used as a basis for testing the project's status. *Gap analysis* refers to any measurement process that first determines the goals and then the degree to which the actual performance lives up to those goals. The smaller the gaps between [illegible] actual performance [illegible] time. It can help [illegible] obvious differences between what was planned and what was realized. We have set up our warning signals.
4. *Taking action.* Once we detect significant deviations from the project plan, it becomes necessary to engage in some form of corrective action to minimize or remove the deviation. The process of taking corrective action is generally straightforward. Corrective action can either be relatively minor or involve significant remedial steps. At its most extreme, corrective action may even involve scuttling a nonperforming project. After corrective action, the monitoring and control cycle begins again.

As Figure 13.2 demonstrates, the **control cycle** is continuous. As we create a plan, we begin measurement efforts to chart progress and compare stages against the baseline plan. Any indications of significant deviations from the plan should immediately trigger an appropriate response, leading to a reconfiguration of the plan, reassessment of progress, and so on. Project monitoring is a continuous, full-time cycle of target setting, measuring, correcting, improving, and remeasuring.

Monitoring Project Performance

LO 13.2 Recognize the strengths and weaknesses of common project evaluation and control methods.

As we discovered in the chapters on project budgeting and resource management, once we have established a **project baseline** budget, one of the most important methods for monitoring the ongoing status of the project is to evaluate it against the original budget projections. For project

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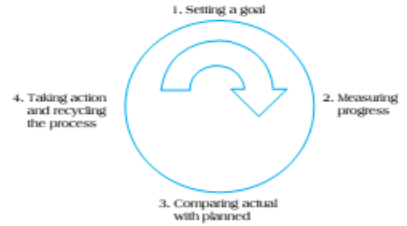


FIGURE 13.2 The Project Control Cycle

monitoring and control, both individual task budgets and the cumulative project budget are relevant. The cumulative budget can be broken down by time over the project's projected duration.

THE PROJECT S-CURVE: A BASIC TOOL

As a basis for evaluating **project control** techniques, let us consider a simple example. Assume a project (Project Sierra) with four work packages (Design, Engineering, Installation, and Testing), a budget to completion of $80,000, and an anticipated duration of 45 weeks. Table 13.1 gives a breakdown of the project's cumulative budget in terms of both work packages and time. As we discussed in Chapter 8, this type of budget is referred to as a *time-phased* budget.

To determine project performance and status, a straightforward time/cost analysis is often our first choice. Here the project's status is evaluated as a function of the accumulated costs and labor hours or quantities plotted against time for both budgeted and actual amounts. We can see that time (shown on the *x*, or horizontal, axis) is compared with money expended (shown on the *y*, or vertical, axis). Any project can be monitored in this way, but projects that involve relatively high expenditure rates (labor, overhead, capital equipment, or materials) are usually the best candidates. Ideally, this type of analysis should be performed at regular intervals throughout the project's life cycle, but it is most crucial during the early stages of the project, before starting to level off again as the project gets nearer to its completion (see Figure 13.3). Cumulative budget projections for Project Sierra shown in Table 13.1 have been plotted against the project schedule in Figure 13.4. This figure represents the budgeted baseline against which the actual performance will be tracked.

Monitoring the status of a project using S-curves becomes a simple tracking problem. At the conclusion of each given time period (week, month, or quarter), we simply total the cumulative project budget expenditures to date and compare them with the anticipated spending patterns. Any significant deviations between actual and planned budget spending reveal a potential problem area.

Simplicity is the key benefit of S-curve analysis. Because the projected project baseline is established in advance, the only additional data shown are the actual project budget expenditures. The S-curve also provides real-time tracking information in that budget expenditures can be constantly

TABLE 13.1 Budgeted Costs for Project Sierra (in thousands $)

	Duration (in weeks)									
	5	10	15	20	25	30	35	40	45	Total
Design	6	2								
Engineer		4	8	8	8					
Install				4	20	6				
Test						2	6	4	2	
Total	6	6	8	12	28	8	6	4	2	
Cumul.	6	12	20	32	60	68	74	78	80	80

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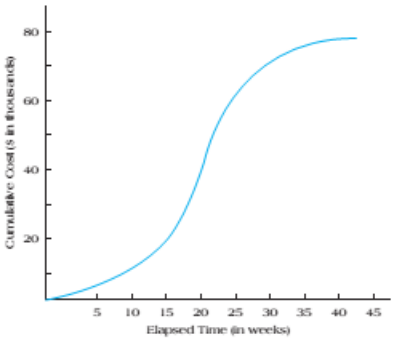


FIGURE 13.3 Project S-Curves

updated and the new values plotted on the graph. Project information can be visualized immediately and updated continuously, so S-curves offer an easy-to-read evaluation of the project's status in a timely manner. (The information is not necessarily easily interpreted, however, as we shall see later.)

Our Project Sierra example (whose budget is shown in Table 13.1) can also be used to illustrate how S-curve analysis is employed. Suppose that by week 21 in the project, the original budget projected expenditures of $50,000. However, our actual project expenditures totaled only $40,000. [illegible] is the $10,000 difference between the budgeted cumulative cost and the actual cumulative cost. [illegible] Figure 13.4 shows the tracking of the project.

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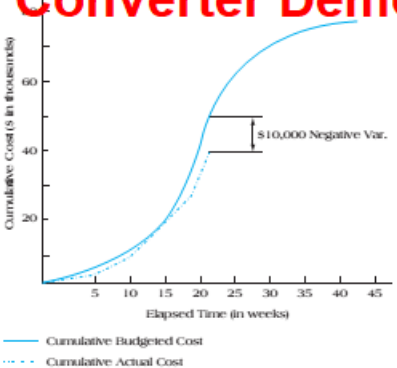


FIGURE 13.4 Project Sierra's S-Curve Showing Negative Variance

expenditures with actual project costs, including identifying the negative variance shown at week 21. In this illustration, we see the value of S-curve analysis as a good visual method for linking project costs (both budgeted and actual) over the project's schedule.

S-CURVE DRAWBACKS

When project teams consider using S-curves, they need to take the curves' significant drawbacks as well as their strengths into consideration. S-curves can identify positive or negative variance (budget expenditures above or below projections), but they do not allow us to make reasonable interpretations as to the cause of variance. Consider the S-curve shown in Figure 13.4. The actual budget expenditures have been plotted to suggest that the project team has not spent the total planned budget money to date (there is negative variance). However, the question is how to interpret this finding. The link between accumulated project costs and time is not always easily resolved. Is the project team behind schedule (given that it has not spent sufficient budget to date), or might there be alternative reasons for the negative variance?

Assume that your organization tracks project costs employing an S-curve approach and uses that information to assess the status of an ongoing project. Also assume that the project is to be completed in 12 months and has a budget of $150,000. At the six-month checkup, you discover that the project S-curve shows significant shortfall; you have spent far less on the project to date than was originally budgeted. Is this good or bad news?

On the surface, we might suppose that this is a sign of poor performance; we are lagging far behind in bringing the project along and the smaller amount we have spent to date is evidence that our project is behind schedule. On the other hand, there are any number of reasons why this circumstance actually might be positive. For example, suppose that in running the project you found a cost-effective method for doing some component of the work or came across a new technology that significantly cut down on expenses. In that case the time/cost metric may not only be misused, but might lead to dramatically inaccurate conclusions. Likewise, positive variance is not always a sign of project progress. In fact, a team may have a serious problem with overexpenditures that could be interpreted as strong progress on the project when in reality it signals nothing more than their inefficient use of project capital resources. The bottom line is that simply evaluating a project's status according to budget variation [illegible] can lead to inaccurate assessments and faulty reporting based on inaccurate assumptions about project performance.

Another drawback with using S-curves to update a project's progress is that they are providing "reactive" data; that is, we plot the results of expenditures after the money has already been spent. Therefore, a deficit of funds visually [illegible] project [illegible] cannot [illegible] mitigate or take proactive actions because the information only arrives after the fact. Likewise, S-curves do not allow the team to forecast project expenditures or other performance metrics to completion. We know how much we have spent to date, but we only have the initial budget to suggest how much we should have spent and how much we are likely to spend in the future. Once significant variances start appearing in the budget, the question of what our final, likely project costs will be is extremely difficult to determine.

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MILESTONE ANALYSIS

Another method for monitoring project progress is *milestone analysis*. A **milestone** is an event or stage of the project that represents a significant accomplishment on the road to the project's completion. Completion of a deliverable (a combination of multiple project tasks), an important activity on the project's critical path, or even a calendar date can all be milestones. In effect, milestones are road markers that we observe on our travels along the project's life cycle. There are several benefits to using milestones as a form of project control.

1. ***Milestones signal the completion of important project steps.*** A project's milestones are an important indicator of the current status of the project under development. They give the project team a common language to use in discussing the ongoing status of the project.
2. ***Milestones can motivate the project team.*** In large projects lasting several years, motivation can flag as team members begin to have difficulty seeing how the project is proceeding overall, what their specific contribution has been and continues to be, and how much longer the project is likely to take. Focusing attention on milestones helps team members become more aware of

the project's successes as well as its status, and they can begin to develop greater task identity regarding their work on the project.

3. ***Milestones offer points at which to reevaluate client needs and any potential change requests.*** A common problem with many types of projects is the nature of repetitive and constant change requests from clients. Using project review milestones as formal "stop points," both the project team and the clients are clear on when they will take midcourse reviews of the project and how change requests will be handled. When clients are aware of these formal project review points, they are better able to present reasonable and well-considered feedback (and specification change requests) to the team.
4. ***Milestones help coordinate schedules with vendors and suppliers.*** Creating delivery dates that do not delay project activities is a common challenge in scheduling delivery of key project components. From a resource perspective, the project team needs to receive supplies before they are needed, but not so far in advance that space limitations, holding and inventory costs, or spoilage are problems. Hence, to balance delays of late shipments against the costs associated with holding early deliveries, a well-considered system of milestones creates a scheduling and coordinating mechanism that identifies the key dates when supplies will be needed.
5. ***Milestones identify key project review gates.*** For many complex projects, a series of midterm project reviews are mandatory. For example, many projects that are developed for the U.S. government require periodic evaluation as a precondition to the project firm receiving some percentage of the contract award. Milestones allow for appropriate points for these reviews. Sometimes the logic behind when to hold such reviews is based on nothing more than the passage of time (e.g., "It is time for the July 1 review"). For other projects, the review gates are determined based on completion of a series of key project steps (such as the evaluation of software results from the beta sites).
6. ***Milestones tell other team members when their participation is expected to begin.*** Many times, projects require contributions from personnel who are not part of the project team. For example, a quality assurance individual may be needed to conduct systems tests or quality inspection and evaluations of work done to date. If the quality supervisor does not know when to assign a person to our project, we may find when we reach that milestone that no one is available to help us. Because the quality assurance person is not part of the project team, we need to communicate to him/her when to initiate participation in the project. Similarly, we may need to communicate to other managers when to initiate participation in the project.
7. ***Milestones can delineate the various deliverables developed in the Work Breakdown Structure and thereby enable the project team to develop a better overall view of the project.*** We then are able to refocus efforts and [emphasize specific resources] toward the deliverables that show [signs of trouble] rather than simply allocating resources in general manner. For example, indications that the initial project software programming milestone has been missed allow the project manager to specifically request additional programmers downstream, in order to make up time later in the project's development.

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Figure 13.5 gives an example of a simple Gantt chart with milestones included. The milestones in this case are simply arbitrary points established on the chart; we could just as easily have placed them after completed work packages or by using some other criteria.

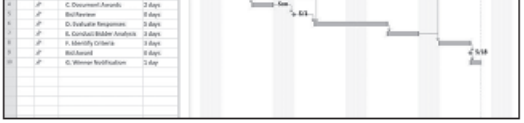


FIGURE 13.5 Gantt Chart with Milestones

Source: MS Project 2016, Microsoft Corporation

PROBLEMS WITH MILESTONES

Milestones, in one form or another, are probably the simplest and most widely used of all project control devices. Their benefits lie in their clarity; it is usually easy for all project team members to relate to the idea of milestones as a project performance metric. The problem with them is that, like S-curves, they are a reactive control system. You must first engage in project activities and then evaluate them relative to your goal. If you significantly underperform your work to that point, you are faced with having to correct what has already transpired. Imagine, for example, that a project team misses a milestone by a large margin. Not having received any progress reports until the point that the bad news becomes public, the project manager is probably not in a position to craft an immediate remedy for the shortfall. At this point, the problems are compounded. Due to the delay in receiving the bad news, remedial steps are themselves delayed, pushing the project even farther behind.

THE TRACKING GANTT CHART

One form of the Gantt chart, referred to as a *tracking Gantt chart*, is useful for evaluating project performance at specific points in time. The **tracking Gantt chart** allows the project team to constantly update the project's status by linking task completion to the schedule baseline. Rather than monitor costs and budget expenditures, a tracking Gantt chart identifies the stage of completion each task has attained by a specific date within the project. For example, Figure 13.6 represents Project Blue, involving five activities. As the project progresses, its current status is indicated by the vertical status bar shown for Monday, May 1. To date, activity A (Licensing Agreement) has been 100% completed, while its two subsequent tasks, Specification Design and Site Certification, are shown as having progressed proportionally by the identified tracking date. That is, activity B (Specification Design) is rated as 57% completed, and activity C (Site Certification) as 80% completed. Activities D and E have not yet begun in this example.

It is also possible to measure both positive and negative deviations from the schedule baseline with the tracking Gantt chart. Let us suppose, using our Project Blue example, that activity B remains approximately 57% completed as of the baseline date indicated. On the other hand, activity C has not progressed as rapidly and is only 20% completed as of the May 1 date. The chart can be configured to display variances between the planned and actual dates for competing with the project baseline. These features are demonstrated in Figure 13.7, showing the current date for the project and the delay in progress on activity C.

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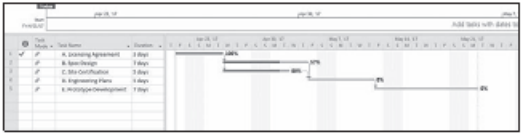


FIGURE 13.6 Assessing Project Blue's Status Using Tracking Gantt Chart

Source: MS Project 2016, Microsoft Corporation

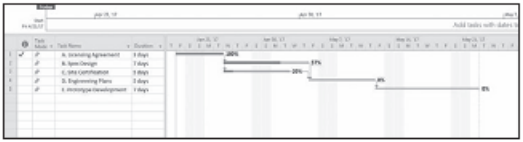


FIGURE 13.7 Tracking Gantt with Project Activity Deviation

Source: MS Project 2016, Microsoft Corporation

BENEFITS AND DRAWBACKS OF TRACKING GANTT CHARTS

A key benefit of tracking Gantt charts is that they are quite easy to understand. The visual nature of the feedback report is easy to assimilate and interpret. This type of control chart can be updated very quickly, providing a sense of real-time project control. On the other hand, tracking Gantt charts have some inherent drawbacks that limit their overall utility. First, although they may show which tasks are ahead of schedule, on schedule, and behind schedule, these charts do not identify the underlying source of problems in the cases of task slippage. Reasons for schedule slippage cannot be inferred from the data presented. Second, tracking control charts do not allow for future projections of the project's status. It is difficult to accurately estimate the time to completion for a project, particularly in the case of significant positive or negative variation from the baseline schedule. Is a series of early finishes for some activities good news? Does that signal that the project is likely to finish earlier than estimated? Because of these drawbacks, tracking charts should be used along with other techniques that offer more prescriptive power.

Earned Value Management

LO 13.3 Understand how Earned Value Management can assist project tracking and evaluation.

An increasingly popular method used in project monitoring and control consists of a mechanism that has become known as **Earned Value Management (EVM)**.* The origins of EVM date to the 1960s, when U.S. government contracting agencies began to question the ability of contractors to accurately track their costs across the life of various projects. As a result, after 1967 the Department of Defense imposed 35 Cost/Schedule Control Systems Criteria that suggested, in effect, that any future projects procured by the U.S. government in which the risk of cost growth was to be retained by the government must satisfy these 35 criteria.[2] In the more than fifty years since its origin, EVM has been practiced in multiple settings by agencies from governments as diverse as Australia, Canada, and Sweden, as well as by a host of project-based firms in numerous industries.

Unlike previous project tracking approaches, EVM recognizes that it is necessary to jointly [illegible] progress [illegible] project plan. Put another way, any monitoring system that only compares actual against budgeted cost numbers ignores the fact that the client is spending that money to accomplish something—to create a project. Therefore, EVM reintroduces and stresses the importance of analyzing the time element in project [illegible] time is important [illegible] basis for determining how much work should be accomplished at certain milestone points. EVM also allows the project team to make future projections of project status based on its current state. At any point in the project's development, we are able to calculate both schedule and budget efficiency factors (the efficiency with which budget is being used relative to the value that is being created) and use those values to make future projections about the estimated cost and schedule to project completion.

We can illustrate the advance in the project control process that Earned Value Management represents by comparing it to the other project tracking mechanisms. If we consider the key metrics of project performance as those success criteria discussed in Chapter 1 (schedule, budget, and performance), most project evaluation approaches tend to isolate some subset of the overall success measure. For example, S-curve analysis directly links budget expenditures with the project schedule (see Figure 13.8). Again, the obvious disadvantage to this approach is that it ignores the project performance linkage.

Project control charts such as tracking Gantt charts link project performance with schedule, but may give budget expenditures short shrift (see Figure 13.9). The essence of a tracking approach to project status is to emphasize project performance over time. Although the argument could be made that budget is implicitly assumed to be spent in some preconceived fashion, this metric does not directly apply a link between the use of time and performance factors with project cost.

Earned value (EV), on the other hand, directly links all three primary project success metrics (cost, schedule, and performance). This methodology is extremely valuable because it allows for

* Note that Earned Value Management (EVM) is used interchangeably with Earned Value Analysis (EVA). EVA is an older term, though still widely in use. EVM has become increasingly common and is used within many project firms.

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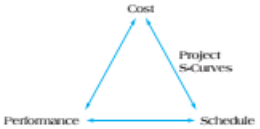


FIGURE 13.8 **Monitoring Project Performance (S-Curve Analysis)**

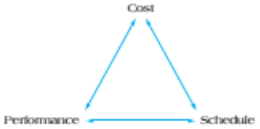


FIGURE 13.9 **Monitoring Project Performance (Control Charting)**



FIGURE 13.10 **Monitoring Project Performance (Earned Value)**

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...periodic updating of a time-phased budget to determine schedule and cost variances as identified by ... (see Figure 13.10).

TERMINOLOGY FOR EARNED VALUE

Following are some of the key concepts that allow us to calculate earned value and use its figures to make future project performance projections. Many of these definitions are taken from the Project Management Institute's Project Management Body of Knowledge (PMBoK), 5th Edition.[3]

PV **Planned value.** The authorized budget assigned to scheduled work. At any given moment, planned value defines the physical work that should have been accomplished to that point in time. It can also be thought of as a cost estimate of the budgeted resources scheduled across the project's life cycle (cumulative baseline). In older terminology, PV used to be referred to as BCWS (Budgeted Cost of Work Scheduled).

EV **Earned value.** This is a measure of the work performed expressed in terms of the budget authorized for that work. This is the real budgeted cost, or "value," of the work that has actually been performed to date. In older terminology, EV used to be referred to as Budgeted Cost of Work Performed (BCWP).

AC **Actual cost of work performed.** This is the realized cost for the work performed on an activity during a specific time period. It is the cumulative total costs incurred in accomplishing the various project work packages that EV measured. In older terminology, AC used to be referred to as Actual Cost of Work Performed (ACWP).

SV **Schedule variance.** This is a measure of schedule performance expressed as the difference between the earned value and the planned value, or EV − PV. It is the amount by which the project is ahead or behind the delivery date at a given point in time.

CV	**Cost variance.** This is a measure of cost performance expressed as the difference between the earned value and the actual cost of work performed, or EV − AC. It is the amount of budget deficit or surplus at a given point in time.
SPI	**Schedule Performance Index.** The rate at which project performance is meeting schedule expectations up to a point in time. SPI is expressed as the earned value to date divided by the planned value of work scheduled to be performed (EV/PV). This value allows us to calculate the projected schedule of the project to completion.
CPI	**Cost Performance Index.** The rate at which project performance is meeting cost expectations during a given period of time. CPI is expressed as the earned value divided by the actual, cumulative cost of the work performed to date (EV/AC). This value allows us to calculate the projected budget to completion.
BAC	**Budgeted cost at completion.** This value represents the total budget for a project.
EAC	**Estimate at completion.** The expected total cost of completing all work on the project. This is the projected (forecasted) total cost based on project performance to that point in time. It is represented as the sum of actual costs (AC) plus an estimate to complete all remaining work.

CREATING PROJECT BASELINES

The first step in developing an accurate control process is to create the project baselines against which progress can be measured. Baseline information is critical regardless of the control process we employ, but baselines are elemental when performing EVM. The first piece of information necessary for performing earned value is the planned value; that is, the project baseline. The PV should comprise all relevant project costs, the most important of which are personnel costs, equipment and materials, and project overhead, sometimes referred to as *level of effort*. Overhead costs (level of effort) can include a variety of fixed costs that must be included in the project budget, including administrative or technical support, computer work, and other staff expertise (such as legal advice or marketing). The actual steps in establishing the project baseline are fairly straightforward and require two pieces of data: the Work Breakdown Structure and a time-phased project budget.

1. The Work Breakdown Structure identified the individual work packages and tasks necessary for completing the project. The WBS should be used to identify [illegible] needed to set up work packages and identify personnel needs (human resources) in order to match the task requirements to the correct individuals capable of performing them.
2. [illegible] budget [illegible] requirements of tasks [illegible] it called the [illegible] in the project when budget money is likely to be spent in pursuit of those tasks. Say, for example, that our project team determines that one project activity, Data Entry, will require a budget of $20,000 to be completed; furthermore, the task is estimated to require two months to completion, with the majority of the work being done in the first month. A time-phased budget for this activity might resemble the following:

Activity	Jan	Feb	. . .	Dec	Total
Data Entry	$14,000	$6,000		-0-	$20,000

Once we have collected the WBS and applied a time-phased budget breakdown, we can create the project baseline. The result is an important component of earned value because it represents the standard against which we are going to compare all project performance, cost, and schedule data as we attempt to assess the viability of an ongoing project. This baseline, then, represents our best understanding of how the project *should* progress. How the project is actually doing is another matter.

WHY USE EARNED VALUE?

Let us illustrate the relevance of EVM using our Project Sierra example. Return to the information presented in Table 13.1, as graphically represented on the project S-curve in Figure 13.3. Assume that it is now week 30 of the project and we are attempting to assess the project's status. Also assume

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TABLE 13.2 Percentage of Tasks Completed for Project Sierra (in thousands $)

	Duration (in weeks)									
	5	10	15	20	25	30	35	40	45	% Comp.
Design	6	2								100
Engineer		4	8	8	8					100
Install				4	20	6				50
Test						2	6	4	2	0
Total	6	6	8	12	28	8	6	4	2	
Cumul.	6	12	20	32	60	68	74	78	80	

that there is no difference between the projected project costs and actual expenditures; that is, the project budget is being spent within the correct time frame. However, upon examination, suppose we were to discover that Installation was only half completed and Project Testing had not yet begun. This example illustrates both a problem with S-curve analysis and the strength of EVM. Project status assessment is relevant only when some measure of performance is considered in addition to budget and elapsed schedule.

Consider the revised data for Project Sierra shown in Table 13.2. Note that as of week 30 work packages related to Design and Engineering have been totally completed, whereas the Installation is only 50% done and Testing has not yet begun. These percentage values are given based on the project team or key individual's assessment of the current status of work package completion. The question now is: What is the earned value of the project work done to date? As of week 30, what is the status of this project in terms of budget, schedule, *and* performance?

Calculating the earned value for these work packages is a relatively straightforward process. As Table 13.3 shows, we can modify the previous table to focus exclusively on the relevant information for determining earned value as of week 30. The planned budget for each work package [illegible] determine the [illegible] as well as the overall project. In this case, the earned value at the 30-week point is $51,000.

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Now we can compare the planned budget against the actual earned value using the original [illegible] Figure 13.3. [illegible] assess performance and [illegible] of the project. Here the variance is calculated against the budget baseline. Compare this figure with the alternative method from Figure 13.4, in which a negative variance is calculated with no supporting explanation as to the cause or indication as to whether this figure is meaningful or not. Recall that by the end of week 30, our original budget projections suggested that $68,000 should have been spent. Instead, we are projecting a shortfall of $17,000. In other words, we are showing a negative variance not only in terms of money spent on the project, but also in terms of value created (performance) of the project to date. Unlike the standard S-curve evaluation, EVM variance is meaningful because it is based not simply on budget spent, but value earned. A negative variance of $10,000 in budget expenditures may or may not signal cause for concern; however, a $17,000 shortfall in value earned on the project to date represents a variance of serious consequences.

TABLE 13.3 Calculating Earned Value (in thousands $)

	Planned	% Comp.	Earned Value
Design	8	100	8
Engineer	28	100	28
Install	30	50	15
Test	14	0	0
Cumul. Earned Value			51

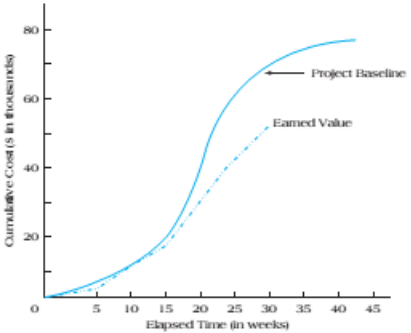


FIGURE 13.11 Project Baseline, Using Earned Value

STEPS IN EARNED VALUE MANAGEMENT

There are five steps in Earned Value Management (EVM):

1. ***Clearly define each activity or task that will be performed on the project, including its resource needs as well as a detailed budget.*** As we demonstrated earlier, the Work Breakdown Structure allows project teams to identify all necessary project tasks. It further allows for each task to be assigned its own project resources, including equipment and materials costs as well as [illegible] budget figures for each project task.
2. ***Create the activity and resource usage schedules.*** These will identify the proportion of the total budget allocated to each task across a project calendar. Determine how much of a activity budget is to be [illegible] appropriate [illegible] across [illegible] project's projected development cycle. The development of project budget should include a direct linkage to the project schedule. The determination of how much budget money is to be allocated to project tasks is important. Equally important is the understanding of when the resources are to be employed across the project's development cycle.
3. ***Develop a "time-phased" budget that shows expenditures across the project's life.*** The total (cumulative) amount of the budget becomes the project baseline and is referred to as the **planned value (PV)**. In real terms, PV just means that we can identify the cumulative budget expenditures planned at any stage in the project's life. The PV, as a cumulative value, is derived from adding the planned budget expenditures for each preceding time period.
4. ***Total the actual costs of doing each task to arrive at the actual cost of work performed (AC).*** We can also compute the budgeted values for the tasks on which work is being performed. This is referred to as the earned value (EV), and is the origin of the term for this control process.
5. ***Calculate both a project's budget variance and schedule variance while it is still in process.*** Once we have collected the three key pieces of data (PV, EV, and AC), it is possible to make these calculations. Remember from earlier in the chapter that the **schedule variance** is calculated by the simple equation SV = EV − PV, or the difference between the earned value to date and the planned value of the work scheduled to be performed to date. The budget, or cost, variance is calculated as CV = EV − AC, or the earned value minus the actual cost of work performed.

A simplified model that fits the principal elements of earned value together (PV, EV, AC, BAC, and EAC) is shown in Figure 13.12. The original baseline data, comprising both schedule and budget

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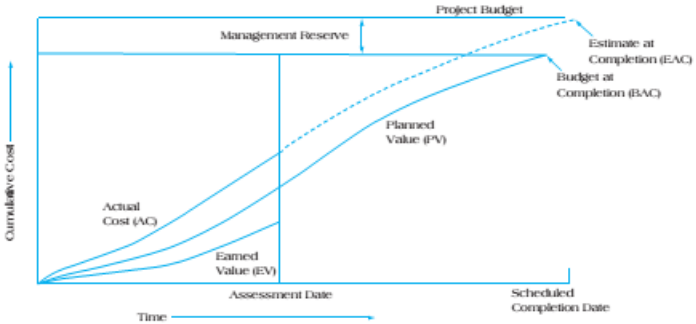


FIGURE 13.12 Earned Value Milestones

for all project tasks, is indicated by the planned value (PV) line and budget at completion (BAC) estimate for the project. Notice that PV follows a standard S-curve outline. Actual costs at the time of this assessment (when the calculations are being made) are shown on the AC line, which has been steadily tracking above the planned value to date. Earned value is illustrated as a line below the PV baseline, suggesting that the project's current earned value is below expectations. The dotted line represents the forecast for project performance to completion (EAC). Note that the line is tracking well above the project's planned value, suggesting that based on current performance, which [illegible] completion, [illegible] completion date. We will look at these PV calculations and forecasted projections to completion are actually calculated in the next section.

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ASSESSING AMOUNT OF PLANNED VALUE

Table 13.4 presents the first components of a calculated earned value analysis on Project Mercury.* This project has a planned seven-month duration and a $118,000 budget. The project began in January, and we are interested in calculating its earned value as of the end of June. For simplicity's sake, the total work packages for this project are only seven in number. If we know the amount budgeted for each work package and when that work is slated to be done, we can construct a budget table similar to that shown in Table 13.4. Notice that each work package has a fixed budget across a number of time periods; for example, Staffing is budgeted to cost $15,000 and is to be performed almost equally across the months of January and February, while Blueprinting begins in March, with $4,000 budgeted to be spent, and concludes in April with $6,000).

If we plot the expenses across each month of the project completed to date (January through June), we find that we can determine the amount budgeted and, through gathering some information from the project team and the accountant, the actual amount spent each month. These sets of figures are added to the bottom four rows of the table. For example, note that by March we had planned to spend $21,000 in project budget on activities to date. Our actual cumulative costs were $27,000. The obvious question is: Is this good news or bad news? On the surface, we might conclude that it is bad news because we have overspent our budget. However, recall that the chief problem with S-curve methodology is that it only considers actual costs versus planned costs. This simply is not sufficient information for us to make any real determination of the status of the project.

The key pieces of information that allow us to identify earned value are included in the right-hand columns. We are very interested in determining the current status of the project based on the number of tasks completed over the time budgeted to them. Therefore, the last columns show the planned expenditures for each task, the percentage of the tasks completed, and the calculated value.

TABLE 13.4 Earned Value Table (end of June) with $6,000 for Project Mercury (in thousands $)

Activity	Jan	Feb	Mar	Apr	May	June	July	Plan	% Comp.	Value
Staffing	8	7						15	100	15
Blueprinting			4	6				10	80	8
Prototype Development			2	8				10	60	6
Full Design				3	8	10		21	33	7
Construction					2	30		32	25	8
Transfer							10	10	0	0
Punch List						15	5	20	0	0
						Σ =		118		44
Monthly Plan	8	7	6	17	10	55	15			
Cumulative	8	15	21	38	48	103	118			
Monthly Actual	8	11	8	11	10	30	0			
Cumulative Actual	8	19	27	38	48	78				

Value in this sense is simply the product of the planned expenditures and the percentage of these tasks completed. For example, under the work package Blueprinting, we see that this activity was given a planned budget of $10,000 across two months total. To date, 80% of that activity has been completed, resulting in $8,000 in value. If we total the columns for planned expenditures and actual value (EV), we come up with our project's planned budget ($118,000) and the value realized at the end of June ($44,000).

We now have enough information to make a reasonable determination of the project's status using Earned Value Management. The first number we require is the planned value (PV). This value [illegible] as the budgeted cost [illegible] the cumulative PV totals $103,000. Two [illegible] that are of interest to us are the **Schedule Performance Index (SPI)** and the estimated time to completion. The SPI is determined by dividing the EV by the PV. Table 13.5 shows this calculation [illegible] (.43). With the PV [illegible] the Engineering Board tasked to the project [illegible]. Because the SPI is less than 1.0, that is operating at a schedule inefficiency in implementing the project, we take the reciprocal of the SPI multiplied by the original project schedule to determine the projected actual time frame to completion for the project (1/.43 × 7 = 16.3 months). The bad news is that it appears that as of June, we cannot expect to complete this project for an additional 10 months. That is, are running more than nine months behind schedule.

How about costs? Although we are running more than nine months late, can we make similar projections about the project in terms of how much it is projected to finally cost? The answer, according to EVM, is yes. Just as we can determine schedule variances, we can also compute cost variances as long as we have two very important pieces of data—the cumulative actual cost of work performed (AC) and the earned value (EV). The earned value figure has already been calculated ($44,000), and now we turn back to Table 13.4 to locate the AC. The cumulative actual cost at the end of June is $78,000. This figure is our AC and is entered into Table 13.6.

TABLE 13.5 Schedule Variances for Project Mercury EVM

Schedule Variances	
Planned Value (PV)	103
Earned Value (EV)	44
Schedule Performance Index	EV/PV = 44/103 = .43
Estimated Time to Completion	(1/.43 × 7) = 16.3 months

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TABLE 13.6 Cost Variances for Project Mercury EVM

Cost Variances	
Cumulative Actual Cost of Work Performed (AC)	78
Earned Value (EV)	44
Cost Performance Index	EV/AC = 44/78 = .56
Estimated Cumulative Cost to Completion	(1/.56 × $118,000) = $210,714

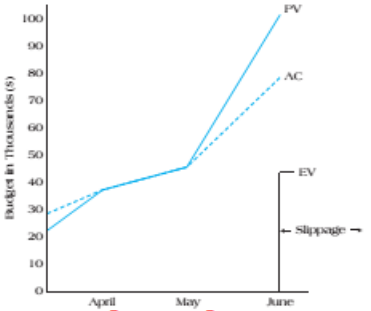


FIGURE 13.13 Earned Value Graph for Project Mercury

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As we did in calculating schedule variance, we calculate cost variance by dividing the EV by AC: 44,000/78,000 = .56. This is the Cost Performance Index (CPI) for this project. Determining the Estimate to Complete (ETC) involves dividing the current budget (BAC) by the CPI, multiplying the result by the original project budget ($118,000). The bad news is that, not only is this project well behind schedule, it also is projected to end up costing more than $210,000, a significant cost overrun.

Finally, we can plot these variance values graphically, showing the difference between EV (earned value) and PV and AC (see Figure 13.13). The intriguing result of this example suggests how misleading simple S-curves can sometimes be. For example, in this case we have discovered a difference at the end of June of $25,000 between the AC ($78,000) and PV ($103,000). Although the analysis at that point showed that we had underspent our budget slightly, the results were actually more serious when viewed from the perspective of earned value by the end of June ($44,000). In reality, the schedule and cost variances were much more severe due to the lag in earned value on the project, as calculated by the percentage completion of all scheduled tasks. This example clearly shows the advantages of earned value for more accurately determining actual project status as a function of its three component pieces: time, budget, and completion.

Earned value can be employed to measure trends in project performance. Trends are important because we want more than simple, one-time assessments of our project's status; we want to be able to determine whether CPI and SPI are trending up, down, or remaining stationary. So for example, it is possible to develop cumulative values for CPI and SPI as follows:

$$\text{Cumulative CPI} = \text{Cumulative EV/Cumulative AC, or:}$$
$$\text{CPI}^{\text{C}} = \text{EV}^{\text{C}}/\text{AC}^{\text{C}}$$
$$\text{Likewise, Cumulative SPI} = \text{Cumulative EV/Cumulative PV, or:}$$
$$\text{SPI}^{\text{C}} = \text{EV}^{\text{C}}/\text{PV}^{\text{C}}$$

TABLE 13.7 Calculating Cumulative CPI for Trend Analysis

	EV	EV^C	AC	AC^C	CPI	CPI^C
July	$27,500	$ 27,500	$20,000	$ 20,000	1.38	1.38
August	$58,000	$ 85,500	$62,000	$ 82,000	0.94	1.04
September	$74,500	$160,000	$69,000	$151,000	1.08	1.06
October	$40,000	$200,000	$35,500	$186,500	1.13	1.07

TABLE 13.8 Calculating Cumulative SPI for Trend Analysis

	EV	EV^C	PV	PV^C	SPI	SPI^C
July	$27,500	$ 27,500	$30,000	$ 30,000	0.92	0.92
August	$58,000	$ 85,500	$60,500	$ 90,500	0.96	0.94
September	$74,500	$160,000	$75,000	$165,500	0.99	0.97
October	$40,000	$200,000	$37,500	$203,000	1.07	0.99

Let us see how these values can be derived in an actual example. Suppose we collected cost data for our project over four months, as shown in Table 13.7.

Our results suggest that after July, CPI dropped significantly for the month of August before trending upward in each of the final two months. Further, cumulative CPI (CPI^C) continued to track above the threshold 1.0 level, and in recent months has shown a steady positive trend.

Now, using the same data, let's develop the cumulative SPI (SPI^C) table for this example. Suppose that our data is as shown in Table 13.8. We can see from the calculation of SPI^C that the project's schedule performance has been steadily improving, and by the end of this four-month segment has improved from 0.92 to nearly 1.0. Cumulative SPI and CPI values are important for updating overall [illegible] of the project's current progress status.

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We can also perform Earned Value Management using MS Project 2016. Suppose that we wished to track Project Atlas, shown in Figure 13.14. Notice that as of May 19, the project is beginning to move into the Design, Engineering, and Testing phases. We would have performed some of the work packages, such as Testing, for which we are responsible, is only now getting under way. From a monitoring and control perspective, the question we want to answer is: How does EVM indicate the potential delays in our project?

Suppose that in addition to regularly updating the baseline schedule, we have been tracking the costs associated with each of the work packages and have found, as Figure 13.15 shows, that we have spent all budgeted money allotted to the work packages of Design, Engineering, and Supplier Qualification. We have only spent $285.12 of our Testing budget. These are the actual cost values (AC) for these activities. We now have sufficient updated information to determine the earned value for Project Atlas as of May 19.

Figure 13.16 shows an example of an earned value report generated by MS Project 2016 for our Project Atlas.* In addition to providing the key metrics of PV, EV, and AC (see footnote), the report generates both schedule and cost variances. Schedule variance (SV) is simply the difference between

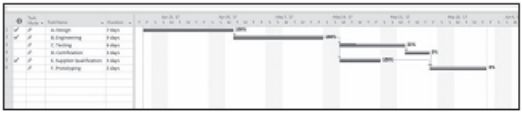


FIGURE 13.14 Sample Gantt Chart for Project Atlas Showing Status on May 19

Source: MS Project 2016, Microsoft Corporation

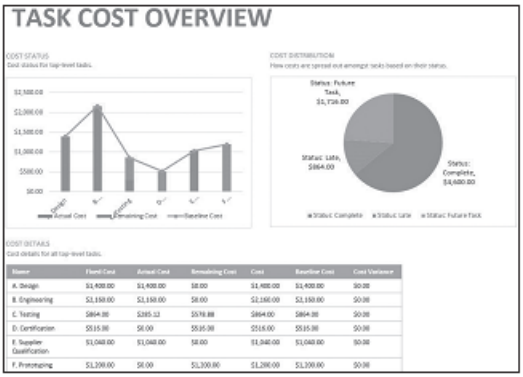


FIGURE 13.15 Sample Cost Report for Project Atlas on May 19

Source: MS Project 2016, Microsoft Corporation



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FIGURE 13.16 Earned Value Report for Project Atlas on May 19

Source: MS Project 2016, Microsoft Corporation

earned value and planned value, while cost variance (CV) is the difference between earned value and actual cost. The **Estimate at Completion (EAC)** column shows the expected total cost of the project to completion based on performance across the various tasks up to the status date. Note that for Project Atlas we are currently projecting schedule and cost variances, suggesting that our project is over budget and behind schedule. In fact, the EAC demonstrates that based on the progress made by May 19, this project is expected to cost $7,175.79 to completion.

* MS Project 2016 uses the term BCWS (Budgeted Cost of Work Scheduled) for planned value (PV), BCWP (Budgeted Cost of Work Performed) for earned value (EV), and ACWP (Actual Cost of Work Performed) for actual cost (AC). As Figure 13.16 demonstrates, MS Project 2016 employs older terms relative to the newer terminology that is in use in the Project Management Institute's PMBoK.

Using Earned Value to Manage a Portfolio of Projects

LO 13.4 Use Earned Value Management for project portfolio analysis.

Earned Value Management can work at the portfolio level as well as with individual projects. The process simply involves the aggregation of all earned value measures across the firm's entire project portfolio in order to indicate the efficiency with which a company is managing its projects. Table 13.9 gives an example of a portfolio-level Earned Value Management control table that identifies both positive and negative cost and schedule variances and, based on these evaluations, projects the cost to completion of each current project.[5]

Other useful information contained in the Portfolio Earned Value Management table includes the total positive variances for both budget and schedule, as well as a determination of the relative schedule and cost variances as a percentage of the total project portfolio. In the example shown in Table 13.7, the company is running average cost and schedule variances on its projects of 7.34% and 6.84%, respectively. The use of Earned Value Management for portfolio tracking and control offers top management an excellent window into the firm's ability to efficiently run projects, allows for comparisons across all projects currently in development, and isolates both the positive and negative variances as they occur. All of this is useful information for top-level management of multiple projects.

Northrop Grumman uses EVM at every stage of a project, from developing the original metrics at the contract proposal stage, to updating them in the form of a full-blown work breakdown structure (WBS) once a project has been won and is under development, to routinely updating the status of project activities on a weekly basis. Over time, the company discovered that monthly reviews were simply too far apart and did not allow for real-time corrective action when it was necessary.

FLOW OF EARNED VALUE SYSTEM

Earned value begins early at Northrop Grumman projects. In fact, there is a "flow" to the EVM system beginning at the proposal stage, moving into the baseline development phase when a contract has been awarded, and then on to the work part of the project, maintenance (updating and revising) phase as the project is in development and moving toward successful completion.

- *Proposal stage.* The specifics of the program are determined at this stage. Among the key considerations to be determined is what EVM practices are applicable to the development that is proposed and the contract awarded. Different clients may require different earned value metrics or evaluation windows that have to become part of the proposal.
- *Contract award.* When Northrop Grumman is selected as the successful contractor, all critical elements and requirements of the project are defined, including WBS, scope, delivery schedule, and target budgets, as well as an earned value plan that will be used as the basis for status measurement and updates across the project life cycle.

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TABLE 13.9 Project Portfolio Earned Value (in thousands $)

Project	PV	EV	Time Var ($)	Var	AC	Cost Var ($)	Var+	Plan	Est. at Completion
Alpha	91	73	−18	18	83	−10	10	254	289
Beta	130	135	5	0	125	10	0	302	280
Gamma	65	60	−5	5	75	−15	15	127	159
Delta	25	23	−2	2	27	−4	4	48	56
Epsilon	84	82	−2	2	81	1	0	180	178
	395	373			391				962

Total Schedule Variance 27 Total Cost Variance 29

Relative Schedule Variance 27/395 = 6.84% Relative Cost Variance 29/395 = 7.34%

PROJECT PROFILE

Earned Value at Northrop Grumman

"There comes a time to shoot the engineers and get on with production." This statement, commonly voiced in defense industry companies, refers to the engineers' tendency to continually improve but never complete a project. This penchant for continual tinkering has enormous implications for companies that live or die by their ability to effectively and efficiently implement their projects. The type of work defense contractors perform further complicates the problem. There is a standing requirement that a company must meet the government's stringent cost and quality control tests as it brings projects through the development cycle. In an effort to regain control of the project development process, defense contractor Northrop Grumman has been committed to the use of Earned Value Management for a number of years.

Northrop Grumman, one of the world's leading defense contractors (see Figure 13.17), has been using Earned Value Management as a key component of its approach to better project tracking and control. Because of the numerous projects the company routinely undertakes, its annual operating budget for projects runs into the billions of dollars. With dozens of projects under way at any time and enormous capital commitments supporting these ventures, it is imperative that the corporation develop and maintain the most sophisticated project control system possible.

Northrop Grumman has selected Earned Value Management as its primary project control device for the following reasons:

1. EVM develops a comprehensive baseline plan for the scope of the program's work over its entire duration.
2. The system incorporates tools to measure work performance and accomplishments based on objective criteria.
3. EVM analyzes and forecasts the impact of significant variances from the plan.
4. It produces managerial decision-making information in ascending levels of management.
5. EVM provides plans for corrective actions when something digresses from the baseline plan.
6. All parties involved in the plan agree to and document all changes.

The company has developed a four-tier approach for project control using EVM. All projects are classified into one of the following categories, requiring an individualized approach to EVM creation:

- *Tier One* is the most stringent because it requires most of the system's features to be identified. This approach is employed when a contract requires that a large amount of detailed information be produced and reported.
- *Tier Two* is similar to Tier One except that the contract requires close management oversight because the project is risky and there is a heavier burden to meet profit margin goals.
- *Tier Three* [illegible]
- *Tier Four* applies the benefits of earned value to projects with low administrative costs.

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FIGURE 13.17 Northrop Grumman's B-2 Bomber

Source: Mark Meyer/The Life Images Collection/Getty Images

- ***Baseline stage.*** Once the preliminary scope and deliverables have been agreed to between the contractor and the client, the detailed planning, project schedule, and formal work authorization is developed. The baseline is created now that key work packages and deliverables are identified, and budgets are assigned to create a time-phased project budget.
- ***Maintenance phase.*** Once the project baseline is established and formally signed off by key parties, the project passes to the monitoring and control stage, where the key advantages of EVM are clearly realized. Performance is measured, schedules are updated, and all significant variances are identified and reported. People responsible for the actual performance of the work receive EVM reports at the detailed level, and the system is transparent so that government representatives who are interested in status updates can receive real-time data on cost performance (CPI) and schedule performance (SPI) in accordance with contract requirements. Throughout the project life cycle, EVM considerations continue to drive the project forward, shaping the organization of the project, the development of critical planning features, and the manner in which it is controlled.

At Northrop Grumman, EVM is not simply an option, but a corporate mandate. The four-tier approach helps the company tailor the system to each new project in order to apply it correctly for maximum benefit, cost control, and corporate profitability.[6]

Issues in the Effective Use of Earned Value Management

LO 13.5 Understand critical issues in the effective use of Earned Value Management.

As with any other metric that helps us understand the true status of an ongoing project, the key to effective use of EVM lies in providing accurate and up-to-date information on the project, particularly in terms of the percentage of work packages completed. Because this information is key to determining the earned value at any point in time, the calculated EV is only as accurate as project team members and managers allow it to be through developing and enforcing an honest reporting system.

In our Project Mercury example shown earlier (Table 13.4), the percentage completion column included values of 100, 80, 60, 33, 25, and zero. In reality, organizations often adopt a simpler decision rule for assigning completion percentages. Among the most common methods for assigning completion values are the following:

1. ***0/100 rule*—**The simplest and perhaps least effective method requires that a project activity be assigned a value of 0% until the activity is finished, at which time it becomes 100% complete. Switches to 100% only when the work package is finished. This rule works best for work packages with very short durations, such as a day or two, but it is not useful for longer work packages because it provides little real-time information on an ongoing basis. It also makes sense for work packages that require vendor deliveries or that depend upon external stakeholders performing required steps. For example, we count a work package as "complete" when the vendor delivers a needed component.
2. ***50/50 rule*—**Under this decision rule, an activity that has been started automatically receives a valuation of 50% completed. That value remains attached to the work package until the activity has been completed, at which time it becomes 100% completed. Like the 0/100 rule above, this decision model is used most often for work packages of very short duration.
3. ***Percentage complete rule*—**Under the percentage complete rule, the project manager and team members mutually agree on a set of completion milestones, whether they are based on quarters (25%, 50%, 75%, 100%), thirds (33%, 67%, 100%), or some other values. Then, on a regular basis, the status of each in-process work package in the project is updated. A new completion value may or may not be assigned to the package, and then the project's EVM is updated based on this new information. As noted earlier, the key to making this process work lies in honest appraisal of the status of ongoing activities, based not on time elapsed or budget spent but on actual percentage of the activity completed.

An important caveat with the percentage complete rule has to do with the controversy surrounding the level of detail to be used in calculating task value. Critics of earned value argue that unless reasonable gradients of completion are acknowledged and used by all parties, there is a high potential to create misleading information through the earned value analysis. For example, one criticism leveled at EVM argues that excessive levels of detail are dangerous and essentially not interpretable.

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For example, suppose a project uses completion values based on 10% increments (e.g., 10%, 20%, 30%, etc.). As a practical matter, it is fundamentally impossible to successfully delineate between say, 30% and 40% completion for most project activities; hence, the use of too much detail is more likely to mislead than to clarify the true status of a project.

The chief exception to this difficulty with the project complete rule occurs in projects in which there is a fair degree of prior knowledge regarding how well delineated the development process is, or in situations where it is easier to accurately gauge the amount of work done within any project task. In a simple construction project for example, where the project steps are well known in advance and rigorously followed, a higher level of detail can be employed. Likewise, in the case of software development where the task consists of writing code, a senior programmer may have an excellent sense of the total number of lines of code needed to complete the task. Therefore, if the total task requires approximately 5,000 lines of code and a programmer completes 500 lines of the program, it would be reasonable to assign a figure of 10% completion of the total task performance requirement.

The importance of establishing a reasonable standard for project performance cannot be overemphasized. In the absence of a clear set of guidelines for identifying cutoff points and the appropriate level of detail, it is possible to derive very different conclusions from the same project information. For example, let us revisit the earlier EVM problem shown in Table 13.4. This time, we will use two decision rules regarding the levels of detail for project activities in calculating value and EV. In the first example, shown in Table 13.10, column 1 gives the original calculations based on the first set of percentage complete values from Table 13.4. In column 2, I have employed a simple decision rule based on three increments—0, 50%, and 100% complete. Column 3 shows a slightly more precise level of detail—0, 25%, 50%, 75%, and 100% complete. I have rounded the original percentage completion values (shown in column 1) to the closest equivalents in the other two alternatives.

Note what occurs as a result of using alternative levels of detail. Rounding the level of completion values to a simplified 0%, 50%, 100% completion scheme results in significantly different results, both for projecting future project schedule and cost deviations. The original schedule overrun that projected a new completion of 16.28 months has been improved to 12.73 months, or a schedule overrun of only 5.73 months. Likewise, the original earned value budget projection for the project ($210,714) has been reduced to $163,889 for a savings of $46,825. One would do well to [illegible] with more gradients (0, 25%, 50%, 75%, and 100%) shown in column 3 and rounding the original values to most closely match this alternative, we discover that the future projections for the proj- [illegible] 17 months and the [illegible] increase to $226,923.

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TABLE 13.10 Calculating Project Mercury Earned Value Based on Alternate Levels of Detail (in thousands $)

	Col. 1 (Original)			Col. 2 (0, 50, 100%)		Col. 3 (0, 25, 50, 75, 100%)	
Activity	**Planned Value**	**% Comp.**	**Value**	**% Comp.**	**Value**	**% Comp.**	**Value**
Staffing	15	100	15	100	15	100	15
Blueprinting	10	80	8	100	10	75	7.5
Prototype Development	10	60	6	50	5	50	5
Full Design	21	33	7	50	10.5	25	5.25
Construction	32	25	8	50	16	25	8
Transfer	10	0	0	0	0	0	0
Punch List	20	0	0	0	0	0	0
Total EV =			44		56.5		40.75
SPI and Projection to Completion	44/103 = .43		56.5/103 = .55		40.75/103 = .40		
	(1/.43 × 7) = 16.28 mos.		(1/.55 × 7) = 12.73 mos.		(1/.40 × 7) = 17.5 mos.		
CPI and Project to Completion	44/78 = .56		56.5/78 = .72		40.75/78 = .52		
	$210,714		$163,889		$226,923		

$16,209 more than our first projection. Even more compelling, the absolute difference between the high and low budget projections is more than $63,000, all due to moving from a three-point level of detail (column 2) to one based on five levels of completion (column 3). Is one approach more correct than the other? Absent some decision rule or logic for making these determinations, it is virtually impossible to suggest that one level of detail is more representative of the "true" status of project activity completion.

As this chapter has noted, earned value management is not a flawless methodology for project tracking and control, particularly as it pertains to problems in accurately determining the percentage of work packages completed at any point during the project's development. Nevertheless, EVM does represent a significant step forward in allowing project managers and their teams to gain a better perspective on the true nature of a project's status midstream; that is, in the middle of the development and implementation process.[7] This sort of real-time information can be invaluable in helping us gain current information and begin to develop realistic plans for correcting any systematic problems with the development process. The more we learn of a project's status and the faster we learn it, the better equipped we will be to take measured and effective steps to get a troubled project back on track.

In recent years, developments in project monitoring and control have led to some modifications and enhancements to the standard EVM processes widely in use. For example, an additional criticism of earned value relates to its use of cost data (budget) to assess not only cost performance but also schedule performance. That is, it has been reasonably argued that earned value does a fine job of monitoring cost performance relative to value earned in a project at any given point in time. We have seen how this information can be used for forecasting project costs at completion. However, there is a philosophical disconnect in the idea of using cost data to measure schedule performance; that is, using this same cost information as a means for forecasting schedule performance has been shown to potentially skew data, leading to falsely positive or negative status assessments the further into a project we get. One solution recommended is the use of **Earned Schedule (ES)** as a complement to standard EVM analysis.[8] ES is developed in detail in the appendix to this chapter. Another criticism of EVM lies in its potential lack of usefulness for some classes of projects that are more complex or involve uncertain technologies, like R&D or radical new product development projects. For these complex product system (CoPS) projects, authors have suggested that standard metrics of [illegible] to as **Earned Readiness Management (ERM)** that focuses on the maturity of the project and overall system development. Though still in its early stages, ERM shows promise for combining the best features of earned value with a broader perspective needed for these projects.[9]

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Human Factors in Project Evaluation and Control

LO 13.6 Understand behavioral concepts and other human issues in evaluation and control.

Another recurring problem with establishing accurate or meaningful EVM results has to do with the need to recognize the human factor in all project activity completion projections. That is, there is a strong incentive in most organizations for project team members to continuously report stronger results than may be warranted in the interest of looking good for the boss or sending the right signals about the project's status. Worse, many times implicit or even explicit pressure may come from the project managers themselves, as they find themselves under pressure from top management to show steady results. Hence, the level of detail controversy is not simply one of accurately matching technical performance on the project to the best external indicator or number of gradients. Often it is also a problem rooted in human behavior, suggesting that excessively fine levels of detail not only may be inappropriate for the types of project activities we engage in, but also may be prone to misuse by the project team.

The common feature of control approaches is their reliance on measurable data based on project outcomes; that is, the results of project actions taken in any one time period are collected and reported after the fact. Hence, we determine schedule or cost variance after the information has been collected and reported. Some project management writers, however, have suggested that it is equally essential to maintain a clear understanding of the importance of the management of people in the project implementation process. In other words, the data collected from the various

evaluation and control techniques represents important *outcome* measures of the project; however, comprehensive project control also requires that the project organization employ sufficient process evaluations to determine how the development is progressing.

A key component of any process evaluation of project performance must include an assessment of its people, their technical skills, management, teamwork, communication processes, motivation, leadership, and so forth.[10] In short, many evaluation and control techniques (such as EVM) will do an excellent job in answering the "what" questions (What is the status of the project? What is our cost efficiency factor? What tasks are currently running late?), but they do not attempt to answer the "why" questions (Why are activities behind schedule? Why is the project team performing at a suboptimal level?). In an effort to provide answers to the "why" questions, work on the human processes in project management has been initiated and continues to be done.

Past research examining the impact of human factors on project success bears out the importance of considering the wider management challenge inherent in managing projects. For example, the early work of Baker and colleagues[11] identified a variety of factors that directly predict project success. Included in their list were issues such as:

- Project coordination and relations among stakeholders
- Adequacy of project structure and control
- Project uniqueness, importance, and public exposure
- Success criteria salience and consensus
- Lack of budgetary pressure
- Avoidance of initial overoptimism and conceptual difficulties

Their findings bear out the importance of having a clear knowledge of the managerial challenges involved when implementing projects. These findings have been reinforced by other research that has examined a set of both successful and unsuccessful projects across their life cycle.[12]

The findings of such research are intriguing because of the importance they place on the managerial and human behavioral aspects of project management for project success. As Table 13.11 shows, regardless of whether the project studied was a success or failure, the factors that were of highest importance demonstrate some clear similarities. Issues such as leadership, top management

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TABLE 13.11 Key Success Drivers and Inhibitors

Stage	Successful Projects Factors	Stage	Failed Projects Factors
Formation	Original motivation	Formation	Unmotivated team
	Top management support		Poor leadership
	Team motivation		Technical limitations
	Clear objectives		Funding problems
	Technological advantage		
Buildup	Team motivation	Buildup	Unmotivated team
	Personal motivation		Conflict in objectives
	Top management support		Leadership problems
	Technical expertise		Poor top management support
			Technical problems
Main Phase	Team motivation	Main Phase	Unmotivated team
	Personal motivation		Poor top management support
	Client support		Deficient procedures
	Top management support		
Closeout	Personal motivation	Closeout	Poor control
	Team motivation		Poor financial support
	Top management support		Unclear objectives
	Financial support		Leadership problems

support, team and personal motivation, and client support were consistently linked with project success, suggesting once again that an understanding of the project management *process* is keenly important for determining the likelihood of a project's successful outcome.

One of the key recurring problems, however, with making wider use of nontechnical information as a method for controlling projects and assessing their ongoing status lies in the question of measurement. Although financial and schedule data can be easily acquired and are relatively easy to interpret, measuring human processes such as motivation level, leadership, top management support, and so forth is highly problematic. As a result, even though a number of project management theorists have accepted the argument for inclusion of human process factors in assessing the status of ongoing projects, there has been little agreement as to how best to make such assessments, interpret the results, and use the findings in a prescriptive manner to improve the project processes.

The work of Pinto and Slevin[13] addresses the shortcomings with behavioral assessments of project management processes. They formulated the Project Implementation Profile (PIP), a 10-factor instrument that assesses the performance of the project team with respect to 10 critical success factors; that is, those factors they found to be predictive of project success. The advantage of the PIP is that it allows project teams to formally assess their performance on the ongoing project, allowing for midcourse correction and improvement of the management *process* itself. The 10 critical success factors represent an important, supplemental source of information on the project's status. Coupled with other types of evaluation and control information supplied through the tracking of cost and schedule variance against the project baseline, project teams can develop a comprehensive vision of the project's status throughout its development.

CRITICAL SUCCESS FACTOR DEFINITIONS

The 10 critical success factors identified by Pinto and Slevin in formulating the Project Implementation Profile (PIP) instrument are (1) project mission, (2) top management support, (3) project plans and schedules, (4) client consultation, (5) personnel, (6) technical tasks, (7) client acceptance, (8) monitoring and feedback, (9) communication, and (10) troubleshooting. Each of these factors is discussed in more detail in the text that follows.

Project mission, the first factor, is important because the initial stage of the project life cycle process is predicated on the importance of clearly defining objectives as well as ultimate benefits to be derived from the project. Many times, the initial stage of project management consists of a feasibility decision: Are the objectives clear and can they succeed? Project mission refers to a condition in which the basic objectives of the project, both operational and strategic, not only of the project team but also by the other departments in the organization. The project manager must be concerned with clarification of objectives, as well as achieving broad belief in the congruence of the objectives with overall organizational objectives.

Top management support, the second factor, has long been considered of great importance in distinguishing between ultimate success and failure. Project managers and their teams not only are dependent upon top management for authority, direction, and support, but also are the conduit for implementing top management's plans or goals for the organization.[14] Furthermore, if the project is being developed for an internal audience (one within the company), the degree of management support for a project will lead to significant variations in the degree of acceptance or resistance to that project or product. Top management's support of the project may involve aspects such as allocation of sufficient resources (financial, personnel, time, etc.) as well as the project manager's confidence in support from top management in the event of a crisis.

The third factor, *project plans and schedules*, refers to the importance of developing a detailed plan of the required stages of the implementation process. It is important to remember, however, that the activities associated with project planning and project scheduling are distinct from each other. Planning, which is the first and more general step in developing the project implementation strategy, is composed of scope definition, creation of a Work Breakdown Structure, and resource and activity assignments. Scheduling is the setting of time frames and milestones for each important element in the overall project. The project plans and schedules factor is concerned with the degree to which time schedules, milestones, labor, and equipment requirements are specified. There must be a satisfactory measurement system to judge actual performance against budget allowances and time schedules.

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The fourth factor is *client consultation*. The "client" is anyone who ultimately will be using the product of the project, either as a customer outside the company or as a department within the organization. Increasingly, the need for client consultation has been recognized as important in attempting system implementation; indeed, the degree to which clients are personally involved in the implementation process correlates directly with variations in their support for projects.[15] It is important to identify the clients for the project and accurately determine if their needs are being met.

The fifth factor, *personnel*, includes recruitment, selection, and training of project team members. An important but often overlooked aspect of the implementation process concerns the nature of the personnel involved. In many situations, personnel for the project team are chosen with less than full regard for the skills necessary to actively contribute to implementation success. The personnel factor is concerned with developing an implementation team with the ability and commitment to perform their functions.

Technical tasks, the sixth factor, refers to the necessity of having not only the required numbers of personnel for the implementation team but also ensuring that they possess the technical skills and the technology and technical support needed to perform their tasks. It is important that the people managing a project understand the technology involved. In addition, adequate technology must exist to support the system. Without the necessary technology and technical skills, projects quickly disintegrate into a series of miscues and technical errors.

The seventh factor, *client acceptance*, refers to the final stage in the project development process, at which time the overall efficacy of the project is to be determined. In addition to client consultation at an earlier stage in the system implementation process, it remains of ultimate importance to determine whether the clients for whom the project has been initiated will accept it. Too often, project managers make the mistake of believing that if they handle the other stages of the implementation process well, the client (whether internal or external to the organization) will accept the resulting system. In fact, client acceptance is a stage in the project life cycle process that must be managed like any other.

The eighth factor, *monitoring and feedback*, refers to the project control process by which key personnel receive feedback at each stage of the project implementation on how the project is progressing compared to initial projections. Making allowances for adequate monitoring and feedback mechanisms gives the project manager the ability to anticipate problems, to oversee corrective measures, [illegible] project progress. [illegible] the importance of constantly monitoring and fine-tuning project development; tracking control charts and Earned Value Management are excellent examples of the techniques and types of monitoring and control mechanisms necessary to develop a project.

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Communication, the final factor, is vital [illegible] project [illegible] we discussed in regard to stakeholder management—is also vital between the team and the rest of the organization as well as with clients. Communication refers both to feedback mechanisms and to the necessity of exchanging information with both clients and the rest of the organization concerning the project's capabilities, the goals of the project, changes in policies and procedures, status reports, and so forth. Therefore, channels of communication are extremely important in creating an atmosphere for successful project implementation.

Troubleshooting is the tenth and final factor of the model. Problem areas exist in almost every project development. The measure of a successful project is not the avoidance of problems, but taking the correct steps once problems develop. Regardless of how carefully the implementation effort is initially planned, it is impossible to foresee every trouble area or problem that can possibly arise. As a result, the project manager must include mechanisms in the implementation plan for recognizing problems and for troubleshooting them when they arise. Such mechanisms make it easier not only to react to problems as they arise, but also to foresee and possibly forestall potential problem areas in the implementation process.

CONCLUSIONS

This chapter has addressed a variety of approaches to project tracking and control. Although most of the models mentioned have many advantages associated with them, project management professionals should be aware of the concomitant problems and shortcomings with these approaches as well. The key to developing a useful project control process lies in recognizing the strengths and weaknesses of the alternative methods and ultimately developing an approach that best suits the

organization, the projects undertaken, and the stakeholders of the project. A project control process should be tailored, to the degree possible, to the specific needs, culture, and uses for which an organization intends it. Thus, under some circumstances a simplified control system may be sufficient for providing management with the types of information they require. Alternatively, some organizations and/or projects will need to employ highly sophisticated control processes because of either the unique nature of their operating processes or the demands that developing projects place on them, such as governmental stipulations and mandates.[16]

The comprehensive and intricate concept of project evaluation and control involves the need to understand alternative evaluation techniques, recognizing their particular usefulness and the types of information they can provide. Ultimately, however, these techniques are only as good as the project planning process; that is, a good control system cannot make up for inadequate or inaccurate initial plans. Without effective baselines, good project cost estimation and budgeting, and adequate resource commitments, project control simply will not work. However, if the up-front planning has been done effectively, project evaluation and control can work in harmony with the project plans, providing the project team with not only a clear road map to success but also excellent mileposts along the highway.

Summary

13.1 *Understand the nature of the control cycle and the four key steps in a general project control model.* Accurately evaluating the status of ongoing projects represents a real challenge for project teams and their parent organizations. The process of project control, consisting of a recurring cycle of four steps (setting goals, measuring progress, comparing actual progress with plans, and correcting significant deviations), demonstrates a theoretical framework for understanding the continuous nature of project monitoring and control.

13.2 *Recognize the strengths and weaknesses of common project evaluation and control methods.* A number of project evaluation and control techniques exist, ranging from the relatively sophisticated. The most basic evaluation process, project S-curves, seeks to reconcile the project schedule baseline with planned budget expenditures. The cumulative project budget, resembling the letter *S*, creates a schedule/budget relationship that early project monitoring methods found useful as an indicator of expected progress. Unfortunately, a number of problems with S-curve analysis preclude its use as an accurate evaluation and control technique. Other evaluation methods include milestone analysis and tracking Gantt charts. These approaches link project progress to the schedule baseline, rather than to the project budget. As with S-curves, milestones and tracking charts have some advantages, but they all share a common drawback: the inability of these methods to accurately assess the status of ongoing activities, and therefore the "true" status of the project, in a meaningful way. Specifically, because these monitoring and control methods do not link schedule and budget baselines to actual ongoing project performance, they cannot offer a reasonable measure of project status.

13.3 *Understand how Earned Value Management can assist project tracking and evaluation.* Earned Value Management (EVM) is a powerful tool, developed through a mandate from the federal government, to directly link project progress to schedule and budget baselines. In effect, EVM provides the missing piece of the control puzzle by requiring the reporting of actual project activity status on a real-time basis. Earned Value Management has begun to diffuse more rapidly within ordinary project-based organizations as they increasingly perceive the advantages of its use.

13.4 *Use Earned Value Management for project portfolio analysis.* The basic principles that govern the use of earned value on a single project can be applied to a portfolio of projects. Each project is evaluated in terms of the basic efficiency indexes for time and cost, and an overall evaluation can be calculated for a firm's project portfolio. This portfolio model allows us to determine the overall efficiency with which we manage projects, to see which are ahead and which are behind the firm's baseline standards.

13.5 *Understand critical issues in the effective use of Earned Value Management.* Earned Value can be a highly accurate method for assessing the current status of a project and projecting its final cost, schedule and completion. However, as with any other assessment method, EVM is only useful when it is used correctly. The more accurate and reasonable the decision rules employed, the better the final assessments can be. For example, one issue relates to the appropriateness for percentage completion assignments of ongoing tasks. There are several rules that can be used for assigning completion values, including: 1) 0/100 rule; 2) 50/50 rule; and 3) percentage complete rule. Establishing reasonable standards for completion assignments is critical to the correct use of EVM.

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13.6 ***Understand behavioral concepts and other human issues in evaluation and control.*** A final method for tracking and evaluating the status of ongoing projects lies in the use of alternative control methods, aimed at assessing and managing the "human issues" in project management rather than focusing exclusively on the technical ones. In other words, EVM and other previously discussed tracking and control mechanisms focus on data-driven measures of performance, such as budget, schedules, and functionality; however, other models that address the managerial and behavioral issues in project management argue that unless we merge these data-driven models with those that assess the project in terms of human interactions, such as leadership, top management support, communication, and so forth, it is possible to generate a great deal of information on the current status of a project without recognizing the primacy of human behavior in determining the success or failure of project activities. To create a well-rounded sense of the project performance, it is necessary to blend purely data-driven monitoring models with managerial-based approaches.

13.7 ***Understand the advantages of Earned Schedule methods for determining project schedule variance, schedule performance index, and estimates to completion.*** The accompanying text should be: Earned schedule represents an alternative method for determining the status of a project's schedule to completion by recognizing that standard Earned Value employs budget data to calculate not only estimates of project cost but also time (schedule). Arguing that "schedule is different," earned schedule identifies the possible schedule estimation errors EVM can be prone to and offers some corrective procedures to adjust these calculations.

Key Terms

Actual cost of work performed (AC) *(p. 466)*
Budgeted cost at completion (BAC) *(p. 482)*
Control cycle *(p. 454)*
Cost Performance Index (CPI) *(p. 492)*
Earned Readiness Management (ERM) *(p. 474)*
Earned Schedule (ES) *(p. 474)*
Earned Value (EV) *(p. 460)*
Earned Value Management (EVM) *(p. 460)*
Estimate at Completion (EAC) *(p. 469)*
Milestone *(p. 457)*
Planned value (PV) *(p. 464)*
Project baseline *(p. 454)*
Project control *(p. 455)*
Project S-curve *(p. 455)*
Schedule Performance Index (SPI) *(p. 466)*
Schedule variance *(p. 464)*
Tracking Gantt chart *(p. 459)*

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Solved Problem

13.1 EXAMPLE OF EARNED VALUE

The Project Management Institute, the largest professional organization of project management professionals in the world, has developed a simple example of the logic underlying earned value assessment for a project. It demonstrates in the following steps the calculation of the more relevant components of earned value and shows how these steps fit together to contribute an overall understanding of earned value.

Earned value is a management technique that relates resource planning to schedules and to technical cost and schedule requirements. All work is planned, budgeted, and scheduled in time-phased planned value increments constituting a cost and schedule measurement baseline. There are two major objectives of an earned value system: to encourage contractors to use effective internal cost and schedule management control systems, and to permit the customer to be able to rely on timely data produced by those systems for determining product-oriented contract status.

Baseline. The baseline plan in Table 13.12 shows that six work units (A–F) would be completed at a cost of $100 for the period covered by this report.

Schedule Variance. As work is performed, it is "earned" on the same basis as it was planned, in dollars or other quantifiable units such as labor hours. Planned value compared with earned value measures the dollar volume of work planned versus the equivalent dollar volume of work accomplished. Any difference is called a schedule variance. In contrast to what was planned, Table 13.13 shows that work unit D was not completed and work unit F was never started, or $35 of the planned work was not accomplished. As a result, the schedule variance shows that 35% of the work planned for this period was not done.

TABLE 13.12 Baseline Plan Work Units

	A	B	C	D	E	F	Total
Planned value	10	15	10	25	20	20	100

TABLE 13.13 Schedule Variance Work Units

	A	B	C	D	E	F	Total
Planned value	10	15	10	25	20	20	100
Earned value	10	15	10	10	20	—	65
Schedule variance	0	0	0	−15	0	−20	−35, or −35%

TABLE 13.14 Cost Variance Work Units

	A	B	C	D	E	F	Total
Earned value	10	15	10	10	20	—	65
Actual cost	9	22	8	30	22	—	91
Cost variance	1	−7	2	−20	−2	0	−26, or −40%

TABLE 13.15 Spend Comparison Approach Work Units

	A	B	C	D	E	F	Total
Planned spend	10	15	10	25	20	20	100
Actual spend	9	22	8	30	22	—	91
Variance	1	−7	2	−5	−2	20	9, or 9%

Cost Variance. Earned value compared with the actual cost incurred (from contractor accounting systems) for the work performed provides an objective measure of planned and actual [illegible] cost variance is the budgeted cost for the work performed minus the actual cost for that work. Negative cost variance means that more was spent than was planned. Table 13.14 shows the calculation of cost variance. The work performed was planned to cost $65 and actually cost $91. The cost variance is 40%.

Spend comparison is the simplest approach to comparison of spend, whereby contractors report actual expenditures against planned expenditures, is not related to the work that was accomplished. Table 13.15 shows a simple comparison of planned and actual spending, which is unrelated to work performed and therefore not [illegible] the comparisons with work accomplished.

Use of Earned Value Data. The benefits to project management [illegible] approach [illegible] disciplined [illegible] [illegible] feedback [illegible] availability [illegible] [illegible] from the plan in order to generate necessary corrective actions.[17]

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Discussion Questions

13.1 Why is the generic four-stage control cycle useful for understanding how to monitor and control projects?

13.2 Why was one of the earliest project tracking devices referred to as an S-curve? Do you see value in the desire to link budget and schedule to view project performance?

13.3 What are some of the key drawbacks with S-curve analysis?

13.4 What are the benefits and drawbacks with the use of milestone analysis as a monitoring device?

13.5 It has been said that Earned Value Management (EVM) came about because the federal government often used "cost-plus" contractors with project organizations. Cost-plus contracting allows the contractor to recover full project development costs plus accumulated profit from these contracts. Why would requiring contractor firms to employ Earned Value Management help the government hold the line against project cost overruns?

13.6 What are the major advantages of using EVM as a project control mechanism? What do you perceive as its disadvantages?

13.7 Consider the major findings of the research on human factors in project implementation. What common themes seem to emerge from the research on behavioral issues as a critical element in determining project status?

13.8 The 10 critical success factors have been applied in a variety of settings and project types. Consider a project with which you have been involved. Did any of these factors emerge clearly as being the most important for the project's success? Why?

13.9 Identify the following terms: PV, EV, and AC. Why are these terms important? How do they relate to one another?

13.10 What do the Schedule Performance Index and the Cost Performance Index demonstrate? How can a project manager use this information to estimate future project performance?

13.11 Suppose the SPI is calculated as less than 1.0. Is this good news or bad news for the project? Why?

Problems

13.12 Using the following information, develop a simple S-curve representation of the expected cumulative budget expenditures for this project (figures are in thousands).

	Duration (in days)							
	10	20	30	40	50	60	70	80
Activities	4	8	12	20	10	8	6	2
Cumulative	4	12	24	44	54	62	68	70

13.13 Suppose the expenditure figures in Problem 1 were modified as follows (figures are in thousands).

	Duration (in days)							
	10	20	30	40	50	60	70	80
Activities	4	8	10	14	20	24	28	8
Cumulative	4	12	22	36	56	80	108	116

Draw this S-curve. What does the new S-curve diagram represent? How would you explain the reason for the different, non-S-shape of the curve?

13.14 Assume the following information (figures are in thousands):

Budgeted Costs for Sample Project

	Duration (in weeks)									
	5	10	15	20	25	30	35	40	45	Total
Design	4									
Engineer	3	6	12	8						
Install			4	12	24	6				
Test						6	3	2		
Total Monthly Cumul.										

a. Calculate the monthly budget and the monthly cumulative budgets for the project.
b. Draw a project S-curve identifying the relationship between the project's budget baseline and its schedule.

13.15 Use the following information to construct a tracking Gantt chart using MS Project.

Activities	Duration	Preceding Activities
A	5 days	none
B	4 days	A
C	3 days	A
D	6 days	B, C
E	4 days	B
F	2 days	D, E

Highlight project status on day 14 using the tracking option and assuming that all tasks to date have been completed on time. Print the output file.

13.16 Using the information in Problem 13.15, highlight the project's status on day 14 but assume that activity D has not yet begun. What would the new tracking Gantt chart show? Print the output file.

13.17 Use the following table to calculate project schedule variance based on the units listed (figures are in thousands).

Schedule Variance Work Units

	A	B	C	D	E	F	Total
Planned Value	10	10	10	20	25	25	110
Earned Value	10	10	10	20	25	25	
Schedule Variance							

13.18 Using the data in the table below, complete the table by calculating the cumulative planned and cumulative actual monthly budgets through the end of June. Complete the earned value column on the right. Assume the project is planned for a 12-month duration and a $250,000 budget.

Activity	Jan	Feb	Mar	Apr	May	Jun	Plan	% Comp.	Value
Staffing	8	7					15	100	___
Blueprinting		4	6				10	100	___
Prototype Development			2	8			10	70	___
Full Design				3	8	10	21	60	___
Construction					2	30	32	25	___
Transfer						10	10	0	___
Monthly Plan	___	___	___	___	___	___	___	___	___
Cumulative	___	___	___	___	___	___	___	___	___
Monthly Actual	10	15	6	14	9	40			
Cumul. Actual	___	___	___	___	___	___	___	___	___

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13.19 Using the data from Problem 13.18, calculate the following values:

Schedule Variances	
Planned Value (PV)	
Earned Value (EV)	
Schedule Performance Index	
Estimated Time to Completion	
Cost Variances	
Actual Cost of Work Performed (AC)	
Earned Value (EV)	
Cost Performance Index	
Estimated Cost to Completion	

13.20 You are calculating the estimated time to completion for a project of 12 months' duration and a budgeted cost of $500,000. Assuming the following information, calculate the Schedule Performance Index and the estimated time to completion (figures are in thousands).

Schedule Variances	
Planned Value (PV)	65
Earned Value (EV)	58
Schedule Performance Index	
Estimated Time to Completion	

13.21 Suppose, for Problem 13.20, that your PV was 70 and your EV was 95. Recalculate the SPI and estimated time to completion for the project with this new data.

13.22 You have collected the following data based on three months of your project's performance. Complete the table. Calculate cumulative CPI (CPI^C). How is the project performing after these three months? Is the trend positive or negative?

	EV	EV^C	AC	AC^C	CPI	CPI^C
January	$ 30,000		$ 35,000			
February	$ 95,000		$100,000			
March	$125,500		$138,000			

13.23 You have collected EV, AC, and PV data from your project for a five-month period. Complete the table. Calculate SPI^C and CPI^C. Compare the cost and schedule performance for the project on a month-by-month basis and cumulatively. How would you assess the performance of the project? (All values are in thousands $)

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	EV	EV^C	AC	AC^C	PV	PV^C	SPI	SPI^C	CPI	CPI^C
April	8		9		7					
May	17		20		16					
June	25		27		23					
July	15		18		15					
August	7		9		8					

13.24 Assume you have collected the following data for your project. Its budget is $75,000 and it is expected to last four months. After two months, you have calculated the following information about the project:

PV = $45,000

EV = $38,500

AC = $37,000

Calculate the SPI and CPI. Based on these values, estimate the time and budget necessary to complete the project. How would you evaluate these findings? Are they good news or bad news?

13.25 You had planned to construct a series of eight traffic roundabouts in your town, with each roundabout costing $150,000. Your goal was to complete the project during the four (4) months of good weather in the summer, but due to unexpected delays the project has not gone according to plan. After two months, earned value (EV) is calculated at $400,000. What is your budgeted cost at completion (BAC)?

13.26 (Optional—Based on Earned Schedule discussion in Appendix 13.1) Suppose you have a project with a Budget at Completion (BAC) of $250,000 and a projected length of 10 months. After tracking the project for six months, you have collected the information in the table below.

a. Complete the table. How do Earned Value SPI (based on $) and Earned Schedule SPI differ?

b. Calculate the schedule variances for the project for both Earned Value and Earned Schedule. How do the values differ?

	Jan	Feb	Mar	Apr	May	Jun
PV ($)	25,000	40,000	70,000	110,000	150,000	180,000
EV ($)	20,000	32,000	60,000	95,000	123,000	151,000
SV ($)	−5,000					
SPI ($)	0.80					
ES (mo.)	0.80					
SV (t)	−.20					
SPI (t)	0.80					

CASE STUDY 13.1

The IT Department at Kimble College

As part of the effort to upgrade the IT capabilities at Kimble College, the institution initiated a program more than five years ago to dramatically increase the size of the IT department while focusing efforts toward data management and improving administrative functions. As part of the upgrade, Kimble hired a new vice president of information systems, Dan Gray, and gave him wide latitude in identifying problems and initiating projects that would result in improving the IT system campuswide. Dan also was given the final power to determine the development of new projects, which allowed him to [illegible] department [illegible] ing, and create a portfolio of prioritized projects. Within two years of his arrival at Kimble, Dan was overseeing [illegible] senior programmers, (3) junior programmers, (3) senior programmers, and (4) project team leaders. There were only four project team leaders, with the majority of Dan's staff working either at the entry-level help desk or as junior programmers.

In the past three years, the performance of Dan's department has been mixed. Although it has been responsible for taking on a number of new projects, its track record for delivery is shaky; for example, well over half of the new projects have run past their budgets and initial schedules, sometimes by more than 100%. Worse, from the college president's perspective it does not appear that Dan has a clear sense of the status of the projects in his department. At board meetings he routinely gives a rosy picture of his performance, but seems incapable of answering simple questions about project delivery beyond vague declarations that "things are moving along just fine." In the president's view, Dan's departmental track record is not warranting the additional funding he keeps requesting for new equipment and personnel.

You have been called in as an independent consultant to assess the performance of Dan's department and, in particular, the manner in which it runs and monitors the development of its project portfolio. Your initial assessment has confirmed the college president's hunch: The ongoing status of projects in the IT department is not clearly understood. Everyone is working hard, but no one can provide clear answers about how the projects being developed are doing. After asking several project leaders about the status of their projects and repeatedly receiving "Oh, fine" as a response, you realize that they [illegible] you ask them how they determine project status, the general consensus is that unless the project team leaders [illegible] they [illegible] it is [illegible] wanted to spend more time monitoring their ongoing projects, they are not sure what types of information they should collect to develop better on-time project tracking and control.

Questions

1. As a consultant monitoring this problem, what solutions will you propose? To what degree has Dan's management style contributed to the problems?
2. What are some types of project status information you could suggest the project team leaders begin to collect in order to assess the status of their projects?
3. How would you blend "hard data" and "managerial or behavioral" information to create a comprehensive view of the status of ongoing projects in the IT department at Kimble College?

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CASE STUDY 13.2

The Superconducting Supercollider

Conceived in the 1980s as a device to accelerate particles in high-energy physics research, the Superconducting Supercollider (SSC) was a political and technical hot potato from the beginning. The technical challenges associated with the SSC were daunting. Its purpose was to smash subatomic particles together at near the speed of light, which would require energy levels of 40 trillion electron volts. Using the physics of quantum mechanics, the goal of the project was to shed light on some of the most fundamental questions about the formation of the universe. The SSC was designed to be the largest particle accelerator ever constructed, far bigger than its counterpart at Fermi Laboratory. In order to achieve these energy levels, a set of 10,000 magnets was needed. Each of the magnets, cylindrical in shape (1 foot in diameter and 57 feet long), would need to operate at peak levels if the accelerator were to achieve the necessary energy levels for proton collision. The expected price tag just for the construction of the magnets was estimated at $1.5 billion.

The technical difficulties were only part of the overall scope of the project; construction of the SSC would be an undertaking of unique proportions. Scientists determined that the accelerator required a racetrack-shaped [illegible] The tunnel was to be bored 165 to 200 feet underground. The initial budget estimate for completing the project was $5 [illegible] would require [illegible] technical complexity.

The SSC's problems began almost immediately after President Reagan's 1988 kickoff of the project. First, the public (including Congress) had little understanding of the purpose of the project. A goal as nebulous as "particle acceleration" for high-energy physics was not one easily embraced by a majority of citizens. The original operating consortium, the URA, consisted of 80 public and private American research centers and universities, but it was expected that European and Asian scientists also would wish to conduct experiments with the SSC. Consequently, the U.S. Department of Energy hoped to offset some of the cost through other countries. While initially receptive to the idea of participating in the project, these countries became vague about their levels of contribution and the time frame for payment.

Another huge problem was finding a suitable location for the site of the SSC. At its peak, work on the SSC was expected to employ 4,500 workers. Further, once in full-time operation, the SSC would require a permanent staff of 2,500 employees and an annual operating budget of $270 million. Clearly, it was to almost every state's interest to lure the SSC. The result was a political nightmare as the National Research Council appointed a site review committee to evaluate proposals from 43 states. After making their judgments based on a series of performance and capability criteria, the committee narrowed its list to eight states. Finally, in late 1988, the contract for the SSC was awarded to Waxahachie, Texas, on a 16,000-acre tract south of Dallas. While Texas was thrilled with the award, the decision meant ruffled feathers for a number of other states and their disappointed congressional representatives.

The final problem with the SSC almost from the beginning was the mounting federal budget deficit, which caused more and more politicians to question the decision to allocate money at a time when Congress was looking for ways to cut more than $30 billion from the budget. This concern ended up being a long-term problem, as the SSC was allocated only $100 million for 1989, less than one third of its initial $348 million funding request. Budget battles would be a constant refrain throughout the SSC's short life.

Work proceeded slowly on the Waxahachie site throughout the early 1990s. Meanwhile, European [illegible] project would never be completed, and their fears were becoming increasingly justified as the cost of the project [illegible] of the construction had been completed. The process was further slowed when Congress began investigating expenditures and determined that accounting procedures were inadequate. Clearly, control of the project's budget and schedule had become a serious concern.

In a last desperate move to save SSC funding, Energy Secretary Hazel O'Leary fired the URA as the prime contractor for the construction project. There was talk of replacing the URA with a proven contractor—Martin Marietta and Bechtel were the two leading candidates. By then, however, it was a case of too little, too late. Costs continued to climb, and work proceeded at such a snail's pace that when the 1994 federal budget was put together, funding for the SSC had been removed entirely. The project was dead. The nonrecoverable costs to the U.S. taxpayer from the aborted project have been estimated at anywhere between $1 billion and $2 billion.

Few questioned the government's capability to construct such a facility. The technology, though leading-edge, had been used previously in other research

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laboratories. The problem was that the pro- and anti-SSC camps tended to split between proponents of pure research and those who argued, increasingly swaying political support their way, that multibillion-dollar research which had no immediatly discernible impact on society was a luxury we could not afford, particularly in an era of federal budget cuts and hard choices. The SSC position was further weakened by the activities of the research consortium supervising the project, URA. Its behavior was considered increasingly arrogant by congressional oversight groups that began asking legitimate questions about expenditures and skyrocketing budget requests. In place of evidence of definable progress, the project offered only a sense of out-of-control costs and poor oversight—clearly not the message to send when American taxpayers were questioning their decision to foot a multibillion-dollar bill.[18]

Questions

1. Suppose you were a consultant called into the project by the federal government in 1990, when it still seemed viable. Given the start to the project, what steps would you have taken to reintroduce some positive "spin" on the Superconducting Supercollider?
2. What were the warning signs of impending failure as the project progressed? Could these signs have been recognized so that problems could have been foreseen and addressed or, in your opinion, was the project simply impossible to achieve? Take a position and argue its merits.
3. Search for "superconducting supercollider" on the Internet. How do the majority of stories about the project present it? Given the negative perspective, what are the top three lessons to be learned from this project?

CASE STUDY 13.3

"Dear Mr. President—Please cancel our project!": The Honolulu Elevated Rail Project

Speaking on the status of Honolulu's Elevated Rail public transport system, former Hawaii Governor Benjamin Cayetano had an interesting message for President [illegible] Hawaii, I would say, 'Mr. President, please cancel our project!' However, that you are on the right track scrutinizing wasteful spending on pork barrel projects." The admission by [illegible] has written is in danger of becoming a financial boondoggle. The Honolulu Authority for Rapid Transportation's (HART) 20-mile elevated heavy steel rail system that has been under construction for six years is now slated to cost nearly $10 billion, or $500 million per mile. If these costs are realized, Honolulu's rail project would have the distinction of being the most expensive transit project in the country's history.

Honolulu is a beautiful but increasingly congested city on the south coast of Oahu. Residents and visitors have long complained that transportation options, highways, and other infrastructure have not kept pace with the growth of the city. In 2008 and following a close referendum vote, the city approved the beginning of the elevated rail system. To partially offset costs of the system, the mayor and city council instituted a temporary excise tax increase for residents and visitors. They also received $1.5 billion in Federal funding to support the project. Initially budgeted for $4.6 billion, the rail project is intended to start in the western edge of Honolulu, run through the middle of the city, and terminate at the Waikiki beaches. Included in the huge project are 21 stations, of which seven will be elevated and set 60 feet high [illegible] will [illegible] over [illegible] the city.

The project has drawn fire from residents who are [illegible] conducted in late 2016 showed that only 15% of the city's residents favor completion of the rail project. Meanwhile, costs continue to rise. The original $4.6 billion budget was readjusted to $6.7 billion, and with the newly-announced delays in construction, being at least two years behind schedule and counting, the city has announced a five-year extension in the "temporary" excise tax to cover what critics are arguing will actually end up being over $10 billion in costs. Critics of the project such as Mr. Cayetano, who argues that the elevated rail "will change the beauty and ambience of the city forever," also charge that in addition to its aesthetic shortcomings the final environmental impact study revealed that the rail project would, at best, reduce traffic congestion by under two percent and noted, "traffic congestion will be worse in the future with rail than what it is today without rail."

Opponents of the project note, among other problems, that the Honolulu rail project will employ light rail-sized cars limited to about 650 passengers in two-car combinations. Moreover, it can run only up to four

(*continued*)

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FIGURE 13.18 Honolulu's Elevated Rail project

Source: Drpnncpptak/Shutterstock

cars for peak period service. Thus, they contend that this rail project is the worst design possible because it combines an intrusive and expensive infrastructure including 21 stations, along with a low passenger carrying capacity where over 60% of passengers will be forced to stand and hold handrails. Advocates of the [illegible] fact, the rail project's power draw is estimated at nearly 50 MW, which is a major requirement. The city's utility [illegible] and possible airport utility relocation tasks that are likely to add an extra $500 million to the price tag.

Why has the project budget ballooned to its present state? Some of it is due to issues of timing. When cost estimates were first given to voters, the region was suffering from the effects of the Great Recession and construction work was at a stand-still, leading to expectations of low costs. However, after delays from lawsuits took over a year to resolve, Honolulu's construction industry had dramatically changed for the better and preliminary cost estimates were no longer even close to accurate. "We gagged on the number. It was something over 60 percent higher than the estimates we had in 2011 and 2010," said Daniel Grabauskas, the executive director of the Honolulu Authority for Rapid Transportation. Other reasons for the cost escalation are more insidious; critics have long charged the project's advocates and public officials with deliberately low-balling their initial estimates to win public approval, reasoning that once the project was started and "on the books," it would be nearly impossible to cancel it.

At this stage in the rail project, projected future cost estimates are nearly meaningless. Both advocates and opponents of the rail system understand that the summer of 2017 will be a watershed year for the project, as the next round of bids for construction along the critical four-mile corridor through downtown Hono-[illegible] City [illegible] ing professor at the University of Hawaii, are adamant that the project's budget is not supportable. "They can-[illegible] them," noted Prevedouros, who has run for mayor as an opponent of the project.

"Honolulu's rail project does not deserve a single dollar more from the federal government," stated Cayetano. "It has become a poster boy for how politics, incompetence, disinformation and outright lies are at the root of wasteful rail projects which do little for the public except raise taxes."[19]

Questions

1. Why are public works projects like the Honolulu Rail project nearly impossible to stop once they have been approved, even if later cost estimates skyrocket?
2. Project management researchers have charged that many large infrastructure projects, like this one, suffer from "delusion" and "deception" on the parts of their advocates. Explain how "delusion" might be a cause of ballooning budgets in this project. How does "deception" affect the final project budget overruns?

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Internet Exercises

13.27 Go to www.brighthubpm.com/monitoring-projects/51982-understanding-the-s-curve-theory-for-project-management-monitoring/ and read the article on the multiple uses of project S-curves. What does the article suggest about the use of different S-curves and analysis methods?

13.28 Go to www.nu-solutions.com/downloads/earned_value_lite.pdf and access the article by Q. W. Fleming and J. M. Koppelman, "Earned Value Lite: Earned Value for the Masses." From your reading, summarize the 10 key steps in EVM and the advantages the authors argue earned value offers for project control and evaluation.

13.29 Go to www.acq.osd.mil/evm and explore the various links and screens. What does the size and diversity of this site tell you about the acceptance and use of earned value in organizations today?

13.30 Go to www.erpgenie.com/general/project.htm and access the reading on "Six Steps to Successful Sponsorship." Consider the critical success factors it identifies for managing an IT project implementation. How do these factors map onto the 10-factor model of Pinto and Slevin? How do you account for differences?

13.31 Type in the address www.massdot.state.ma.us/highway/TheBigDig.aspx and navigate through the Web site supporting the Boston Tunnel project. Evaluate the performance of this project using the model of 10 critical project success factors discussed in this chapter. How does the project rate, in your opinion? Present specific examples and evidence to support your ratings.

MS Project Exercises

Exercise 13.32

Using the following data, enter the various tasks and create a Gantt chart using MS Project. Assign the individuals responsible for each activity and once you have completed the network, update it with the percentage complete tool. What does the MS Project output file look like?

Activity	Duration	Predecessors	Resource	% Complete
A. Research product	6	—	Tom Allen	100
B. Interview customers	4	A	Liz Watts	75
C. Develop survey	3	A	Rich Watkins	25
D. Collect data	4	B, C	Gary Sims	0

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Exercise 13.33

Now, suppose we assign costs to each of the resources in the following amounts:

Resource	Cost
Tom Allen	$50/hour
Liz Watts	$55/hour
Rich Watkins	$18/hour
Gary Sims	$12.50/hour

Create the resource usage statement for the project as of the most recent update. What are project expenses per task to date?

Exercise 13.34

Use MS Project to create a Project Summary Report of the most recent project status.

Exercise 13.35

Using the data shown in the network precedence table below, enter the various tasks in MS Project. Then select a date approximately halfway through the overall project duration, and update all tasks in the network to show current status. You may assume that Activities A through K are now 100% complete. What does Gantt Tracking Chart look like?

Project—Remodeling an Appliance

Activity	Duration	Predecessors
A. Conduct competitive analysis	3	—
B. Review field sales reports	2	—
C. Conduct tech capabilities assessment	5	—
D. Develop focus group data	2	A, B, C
E. Conduct telephone surveys	3	D
F. Identify relevant specification improvements	3	E
G. Interface with marketing staff	1	F
H. Develop engineering specifications	5	G
I. Check and debug designs	4	H
J. Develop testing protocol	3	G
K. Identify critical performance levels	2	J

(continued)

Project—Remodeling an Appliance

Activity	Duration	Predecessors
L. Assess and modify product components	6	I, K
M. Conduct capabilities assessment	12	L
N. Identify selection criteria	3	M
O. Develop RFQ	4	M
P. Develop production master schedule	5	N, O
Q. Liaison with sales staff	1	P
R. Prepare product launch	3	Q

Exercise 13.36

Use the following information to construct a Gantt chart in MS Project. What is the expected duration of the project (critical path)? Assume the project is halfway finished in terms of the schedule (day 16 completed) but activity completion percentages are as shown. Construct a tracking Gantt chart for the project (be sure to show the percentage complete for each activity). What would it look like?

Activity	Duration (in Days)	Predecessors	% Completed (Day 16)
A	6	None	100%
B	2	A	100%
C	4	A	100%
D	8	B	100%
E	10	D	0%
F	6	B, C	33%
G	5	C	0%

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Exercise 13.37

Using the data for Exercise 13.36, add the resource assignments to each of the activities and input their hourly rates as shown. Construct an earned value chart for the project. Which activities have negative variances? What is the estimate at completion (EAC) for the project? (Hint: Remember to click "Set baseline" prior to creating the EVM table. This table is found by clicking on the "View" tab, then "Tables," then "Other Tables.")

Resource Name	Hourly Rate ($)
Josh	12.00
Mary	13.50
Evan	10.00
Adrian	22.00
Susan	18.50
Aaron	17.00
Katie	32.00

PMP CERTIFICATION SAMPLE QUESTIONS

13.38 Suppose your PV for a project was $100,000 and your EV was $60,000. Your Schedule Performance Index (SPI) for this project would be:
- a. 1.52
- b. .60
- c. You cannot calculate SPI with the information provided
- d. 1.66

13.39 Activity A is worth $500, is complete, and actually cost $500. Activity B is worth $1,000, is 50% complete, and has actually cost $700 so far. Activity C is worth $100, is 75% complete, and has actually cost $90 so far. What is the total earned value for the project?
- a. $1,600
- b. $1,075
- c. $1,290
- d. −$1,075

13.40 Using the information in Question 13.39, calculate the Cost Performance Index (CPI) for the project.
- a. 1.20
- b. −1.20
- c. 0.83
- d. −0.83

13.41 Which of the following gives the remaining amount to be spent on the project in Questions 2 and 3 based on current spending efficiency?
- a. Budget remaining
- b. Estimate to complete
- c. Cost variance
- d. Cost Performance Index (CPI)

13.42 Activity A is worth $100, is complete, and actually cost $500. Activity B is worth $1,000, is 50% complete, and has actually cost $400 so far. Activity C is worth $500, is 25% complete, and has actually cost $200 so far. What is the estimated cost to completion for the project?
- a. $1,375
- b. $[illegible]
- c. $880
- d. $1,375

13.43 Your project has been running into a series of unexpected problems, and at the latest project review meeting you calculated that the current schedule performance index was .70, while the cost performance index (CPI) was 1.35. Now the customer has asked for a scope change that looks to be a significant modification. What should your response be?
- a. Alert top management about the pending schedule delays
- b. Alert top management about the pending cost overruns
- c. Inform the customer that you cannot comply with the requested scope changes
- d. Alert top management about the customer's change request

13.44 A software coding project was scheduled to be finished today, after 12 weeks of work. You receive an updated EVM report on the progress of the coding suggesting that it has a schedule performance index (SPI) value of .75. Based on this information, when do you expect the coding to be finished?
a. One week early
b. In one more week
c. In two more weeks
d. In four more weeks

13.45 Your project control administrator submits an interim report to you stating that, as of the current period, your project has a CPI of 1.4. How should you interpret this information?
a. You are spending $1.40 for every dollar you are earning on this project
b. You are earning value on this project at 1.4 times the rate you had planned
c. This number is meaningless with the SPI number
d. You are earning value on this project at 0.71 times the rate you planned

13.46 When the schedule variance is equal to zero (SV = $0.00), what else is true?
a. Schedule variance can never equal zero
b. The SPI must be greater than one
c. Earned value must equal planned value
d. The CPI must be equal to one

13.47 Your project is scheduled to last 3 months and cost $100,000. At the end of the first month, the project is 25% complete. What is the Earned Value?
a. Cannot determine from this information
b. $25,000
c. $400,000
d. $20,250

Answers

13.38. b—SPI is calculated by dividing earned value (EV) by planned value (PV).
13.39. b—Earned Value is $1,075 to date.
13.40. c—CPI is calculated as earned value (EV) divided by actual cost (AC). In this case, that is $1.075/$1,290, or 0.83.
13.41. b—Estimate to complete.
13.42. d—Estimate to completion is based on the formula (1/.80) × $1,100, or $1,375.
13.43. a—The most serious information from this meeting is the [illegible] to [illegible] to top management.
13.44. d—With a planned finish of 12 weeks and an SPI of .75, expected completion is 12/.75, or 16 weeks.
13.45. b—This is good news. You are earning value on the project at a rate of 1.4 times the rate you had planned (PV).
13.46. c—Schedule variance is Earned Value minus Planned Value (EV-PV), so when SV = zero, EV must equal PV.
13.47. b—Budgeted cost at completion is $100,000, and you have completed 25% of the project. You have earned $25,000 to date.

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Appendix 13.2

EARNED SCHEDULE*

Research and practice using Earned Value Management (EVM) has shown that this method for project tracking and forecasting is reliable and offers the project team an accurate snapshot of both the project's current status and a forecast of its completion conditions. However, in recent years some critics have noted that EVM also has some important limitations. One of the most important of these limitations is the fact that all project status information is derived in terms of the project's budget, including the project Schedule Performance Index (SPI) and schedule variance. A second concern voiced about EVM is that it becomes less precise the farther a project progresses, and that by the latter stages of the project the information derived from EVM may be either unjustifiably positive or negative. Finally, it has been suggested that EVM becomes an imprecise metric for projects that have already overrun; that is, projects whose duration has exceeded the original baseline end date. In other words, how do we determine the ongoing status of a project once it is officially late?

Let us consider these objections to EVM in turn. First, we know that EVM is derived from the project's budget, not its schedule performance, but intuitively it makes better sense that a project's schedule performance should be shown in units of time. For example, remember that Schedule Variance (SV) is calculated by Earned Value (EV) minus Planned Value (PV), and the formula for finding the Schedule Performance Index (SPI) is SPI = EV/PV. Thus, we are assessing the project's schedule performance, not as a function of time but of money. We can see this graphically by considering Figure 13.19, which shows a generic project EVM measure. The vertical axis of the performance

* Portions of this appendix were prepared in collaboration with Bill Mowery, MPM, PMP.

chart is in terms of budget dollars, and the resulting schedule variance is also expressed in terms of the project's budget. The EVM metrics for schedule, then, are Earned Value (EV) and Planned Value (PV).

The second concern suggests that the closer to completion a project gets, the less precise and useful is the information that EVM provides. The significance of cost-based ratios used with planned duration to predict a project's final duration can be illustrated by a simple example. Assume a project with a budget of $1,000 has completed most of its planned work, with EV = $990, PV = $1,000, BAC = $1,000, and PD (Planned Duration) = 12 weeks. These metrics give an SPI of 0.99, which yields a final duration of 12.12 weeks: Estimate at Completion = 1/.99 × 12. We can see from simple inspection that as EV approaches PV, and ultimately BAC, forecasted project duration decreases because the upper limit for EV is always BAC. Regardless of whether this calculation is performed during week 10 or week 15, the cost-based ratio yields the same results and can show that an in-progress project has a forecast completion date in the past. This issue suggests that EVM becomes less precise the closer a project is to its completion. Where early indicators are reasonably accurate, by the final stages of the project's life cycle the project schedule metric (remember, it is based on monetary units) is likely to show encouraging evidence of completion. However, it is during the final stages of the project that Cost Variance and Schedule Variance data begin to diverge.

Critics of EVM have pointed out this quirk in the system; as a project moves closer to its supposed completion date, its planned value converges on the project's planned cost—that is, PV = BAC (Budgeted at Completion). However, with late projects the project's planned value has usually already converged on the project's overall budget (i.e., PV = BAC), while EV is still incrementally achieving this value. Once PV = BAC at the project's planned completion date, the project cannot be measured as being "later." In effect, there are measurement errors that do not become apparent until a project is already late.

The solution that researchers have adopted is to introduce the concept of **Earned Schedule (ES)** project management. Earned Schedule recognizes that for accurate forecasts of project schedule, some unit of time must be the metric to consider, rather than EVM's cost-based approach. Earned Schedule uses a relatively simple formulation to achieve its purpose, which is to derive a time-based measurement of schedule performance by comparing a project's EV today (actual time) to a point on the performance measurement baseline (the Planned Value curve) where it should have been earned. The difference between these two points in time is the Earned Schedule Variance, or ES. In Earned Schedule notation, SV_t. The derivation of Earned Schedule metrics is shown in Figure 13.20. As the figure demonstrates, the Schedule Performance Index for any project can be reconfigured from the original, $SPI(t) = EV/PV$, to the alternative, $SPI(t) = ES/AT$. In the second equation, the Schedule Performance Index is the Earned Schedule variation of the project divided by Actual Time. Likewise, in this second configuration Earned Schedule variance equals Earned Schedule minus Actual Time (ES − AT).

To calculate Earned Schedule, we use the project's current earned value (EV) to identify in which time increment of PV the cost value occurs. The value of ES is then equal to the cumulative

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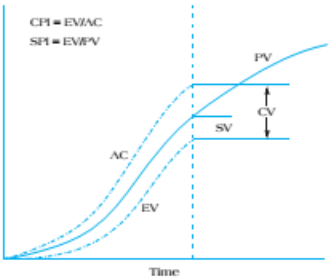


FIGURE 13.19 Earned Value Performance Metrics

Source: Lipke, W. H. (2003, Spring). "Schedule is different," *The Measureable News*, pp. 10–15. Project Management Institute. Copyright and all rights reserved. Material from this publication has been reproduced with the permission of PMI.

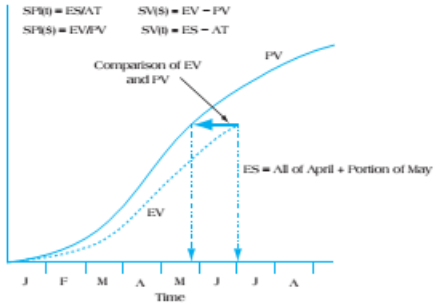


FIGURE 13.20 Earned Schedule Example (end of June)

time to the beginning of that increment plus some portion of it. For example, suppose we wished, at the end of June, to calculate the ES of a project that began January 1 (see Figure 13.20). We use monthly increments in our calculation; thus, because we are at the end of June, AT = 6. We can see visually that by the end of June the project's schedule has slipped to some degree; in fact, we see that we have completed all of April and some portion of May's work by the end of June. We can use the following formula to determine the project's ES:

$$ES = C + (EV - PV_c)/PV_{c+1} - PV_c)$$

[illegible] specifically at EV, what portion of the [illegible] the [illegible] one?

$$ES = 4 + [EV(\$) - PV(April)]/[PV(May) - PV(April)].$$

[illegible] we have been collecting data on the status of our project for the past six months, using the standard EVM method. Table 13.16 gives this information.

Calculating the ES for January, we have the values:

EV(Jan) = 95

PV(Jan) = 105

We can use this information to calculate ES, SV, and SPI for the project, using the formulas we found previously:

ES = 0 + (95 − 0)/(105 − 0) = 0.90

SV(t) = ES − AT, or 0.90 − 1.0 = −0.10

SPI(t) = ES/C, or 0.90/1 = 0.90

Using this information, let's complete the ES table to the end of June (see Table 13.15). The table now aligns with Figure 13.20.

We can see from the information we have calculated in Table 13.17, coupled with Figure 13.20, that by the end of June a comparison of the project's PV with actual ES shows a serious slippage. Specifically, by the end of June we have only completed the project's schedule to approximately halfway through the May period. Furthermore, the schedule variance and SPI values have been worsening over the past four months, suggesting that the slippage is accelerating. This information is not necessarily obvious from the standard earned value table, which uses project budget dollars. Finally, research demonstrates that the SPI based on dollars versus the SPI using time can become

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TABLE 13.16 Earned Schedule Table

	Jan	Feb	Mar	Apr	May	Jun	Jul
PV ($)	105	200	515	845	1,175	1,475	1,805
EV ($)	95	180	470	770	1,065	1,315	
SV ($)	−10	−20	−45	−75	−110	−160	
SPI ($)	0.91	0.90	0.91	0.91	0.90	0.89	
Month Count	1	2	3	4	5	6	7
ES (mo)							
SV (t)							
SPI (t)							

very different as the project moves toward completion. Thus, as noted earlier, real data confirm one of the central concerns about EVM; namely, that its estimates for schedule become increasingly imprecise the later into the project we move.

The relative accuracy of Earned Schedule versus EVM can be further illustrated when we use it to anticipate schedule variances and possible project delays. Let's use the following example to compare the results we might find when using EVM versus Earned Schedule. Suppose we have a project planned for 18 months' duration (PD) and a total budget of $231,280 (BAC). At the end of 16 months, $234,080 has been spent (AC) while we only have achieved an EV of $207,470. We first calculate budget performance, or Cost Variance (CV), as CV = EV − AC, or:

$$CV = \$207,470 - \$234,080, \text{ or } -\$26,610.$$

Schedule Variance (SV), for our example, also can be calculated based on this information. Recall that SV = EV − PV, or:

$$SV = \$207,470 - \$220,490, \text{ or } -\$13,020.$$

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The above figures show that the project is over budget and behind schedule, but to what degree? In order to get a better picture of the project's performance, we need to calculate the Schedule Performance Index (SPI) and Cost Performance Index (CPI) for the project. Respectively, these values are found as:

$$CPI = EV/AC, \text{ or } \$207,470/\$234,080 = .89$$

$$SPI = EV/PC, \text{ or } \$207,470/\$220,490 = .94$$

We know from earlier in this chapter that the simple interpretation of these values suggests that each dollar spent on the project is only producing 89 cents' worth of work, and each 8-hour day is

TABLE 13.17 Completed Earned Value/Schedule Table

	Jan	Feb	Mar	Apr	May	Jun	Jul
PV ($)	105	200	515	845	1,175	1,475	1,805
EV ($)	95	180	470	770	1,065	1,315	
SV ($)	−10	−20	−45	−75	−110	−160	
SPI ($)	0.91	0.90	0.91	0.91	0.90	0.89	
Month Count	1	2	3	4	5	6	7
ES (mo)	0.90	1.79	2.86	3.77	4.66	5.47	
SV (t)	−0.10	−0.21	−0.14	−0.23	−0.33	−0.53	
SPI (t)	0.90	0.90	0.95	0.94	0.93	0.91	

producing only 7.5 hours of effective work. What would the long-term effects of these values be on the project? One way to determine that is to estimate the final schedule duration, the Estimate at Completion for Time (EAC_t), found through the following formula:

$$EAC_t = \frac{\frac{BAC}{SPI}}{\frac{BAC}{PD}}$$

where

BAC = Budget at Completion ($231,280)

PD = Planned Duration (18 months)

SPI = Schedule Performance Index (0.94)
Solving for EAC_t in our example, we find:

$$\frac{\frac{231,280}{0.94}}{\frac{231,280}{18}} = 19.15 \text{ months.}$$

We can solve a similar equation to find the Estimate at Completion (EAC) for the project's budget. Dividing the BAC of $231,280 by the CPI (0.89) yields an estimated cost at completion for the project of $259,870.

To see how Earned Value and Earned Schedule calculations can lead to important divergence, let's use the same information from the above example, shown in Table 13.18, with ES formulas to determine the project's schedule status when we use *time metrics, not budget data*.

Recall that at the end of month 16, we are interested in determining the status of the schedule. Our formula to calculate Earned Schedule (ES) is given as:

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$$ES = C + (EV - PV_C)/(PV_{C+1} - PV_C)$$

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where

C = the number of time periods on the schedule baseline where EV = PV, or 14 months

EV = $207,470

PV_{14} = $198,720

PV_{15} = $211,490

ES = 14 + (207,470 − 198,720)/(211,490 − 198,720) = 14.69 months.
Applying our Schedule Variance equation, SV_t = ES − Actual Time (AT), we find that the project is 1.31 months behind schedule (SV_t = 16−14.69). We can now apply this information to the Earned Schedule's Schedule Performance Index (SPI_t) formula, given as:

$$SPI_t = ES/AT = 14.69/16 = 0.92.$$

TABLE 13.18 Sample Performance Data (in thousands $)

	Dec	Jan	Feb	Mar
Month	13	14	15	16
Planned Value	184.47	198.72	211.49	220.49
Earned Value	173.51	186.71	198.74	207.47
Cumul. Actual Cost	196.76	211.25	224.80	234.08

Lastly, we can derive our projection for the project's final duration, using the Independent Estimate at Completion for time ($IEAC_t$), and come up with the duration forecast, as shown:

$$IEAC_t = PD/SPI_t$$

where

PD(Planned Duration) = 18 months

$IEAC_t = 18/0.92 = 19.51$ months.

Consider the results condensed into Table 13.19. When we compare the variances, performance indexes, and projections to completion for the project using EVM versus Earned Schedule, we can see some important discrepancies. First, note the obvious point that for schedule variance Earned Schedule provides an actual duration estimate based on time, not dollars. Thus, we can relate to the information more easily. However, it is more intriguing to see the differences when Earned Schedule is applied to the SPI in order to determine the likely overall project duration. In this case, the Earned Schedule value suggests final project duration of 19.51 months, or about half a month later than a similar calculation using EVM.

Earned Schedule is a relatively new concept that has sparked debate within the project management community. To date, most research supporting Earned Schedule has come either from small samples in field tests or through computer models. Nevertheless, the underlying arguments supporting Earned Schedule do warrant careful consideration. Research suggests that EVM has a tendency to become unreliable as a project moves to completion, and thus it is important to understand to what degree the ES approach actually improves estimation. Another advantage of Earned Schedule is that the calculations are relatively straightforward and the data can be manipulated from the same information obtained for EVM calculations. Thus, at a minimum Earned Schedule offers an important "check" to verify the accuracy of EVM for project monitoring, particularly as the project begins to overrun its baseline or move toward completion.[20]

TABLE 13.19 Comparison of EVM and Earned Schedule Metrics for Sample Project

Metric	Earned Value	Earned Schedule
Schedule Variance (SV)	−$13,020	−1.31 months
Schedule Performance Index (SPI)	0.92	0.82
Forecast Duration ($IEAC_t$)	19.5 months	19.51 months

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14

Project Closeout and Termination

Chapter Objectives

After completing this chapter, you should be able to:

14.1 Distinguish among the four main forms of project termination.

14.2 Recognize the seven key steps in formal project closeout.

14.3 Understand key reasons for early termination of projects.

14.4 Know the challenges and components of a final project report.

PROJECT MANAGEMENT BODY OF KNOWLEDGE CORE CONCEPTS COVERED IN THIS CHAPTER:

1. Close Project (PMBoK sec. 4.6)
2. Close Procurements (PMBoK sec. 12.4)

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PROJECT PROFILE

Amazon Fire Phone

Amazon has had an amazing run as an American corporate success story, culminating in a market valuation in 2017 of $430 billion, or nearly twice the size of Walmart, which ranks Amazon as the 4th most valuable company in the world. Known originally for their rapid response to online retail, the company has moved into many other areas of operation, including cloud computing, digital products, [illegible] Web Services, and [illegible] result of several factors, including a relentless commitment to efficient operations, a competitive corporate culture, and the willingness to push the boundaries of the retail business model. This combination of innovative practices and new product and service initiatives demonstrates a dynamic and constantly innovating organization that is unafraid to take risks.

Amazon Lab126 is a unique part of the organization, first created in 2004 and responsible for developing a variety of consumer electronics, like the Kindle e-reader. Lab126 employs some 3,000 people at its Silicon Valley location in the heart of California's center for high-tech innovation. One of their early initiatives was to create a smartphone that could compete with the industry leaders—Apple's iPhone and the Samsung Galaxy line. Called the Amazon Fire, the smartphone signaled Amazon's interest in moving far beyond its reputation as a "mere" retailer and becoming a serious competitor in consumer electronics. With a cell provider contract, the Fire was priced at $199 and the company had high hopes for the possibilities the phone offered.

The Fire Phone in many ways encapsulates everything that critics and supporters love (and hate) about Amazon. The willingness to take a huge leap into an industry about which they know little, the risk-taking that has largely paid off with other, seemingly equally risky bets, as well as the large capital expenditures and failure to demonstrate a clear business model supporting the venture, were all critical factors in the decision to launch the Fire Phone project. As with successful bets like Amazon Prime, if it were to pay off it would open vast new competitive arenas for the company.

The project was originally kicked off in 2010 under the code name "Tyto," named for a type of owl. When CEO Jeff Bezos envisioned the Fire, he reasoned that as the world went increasingly mobile it was critical that Amazon create more and simpler links to their customers. Most mobile purchases of Amazon products come through consumers' Apple or Android devices, and not having control of this crucial hardware can be a problem. For example, it is impossible to purchase e-books through the Kindle app on an iPhone because it competes with Apple's own bookstore, leading Apple to get a 30% cut of app-driven sales. For Amazon's operations, with its thin profit margins, losing 30% of e-book sales is unacceptable. Bezos reasoned that if Amazon had better control of the devices used to access their goods, they could drive more sales to their on-line retail and increase company profits.

With Bezos not only envisioning the usefulness of the Fire, but also heavily involved in its features and development, a mobile device began taking shape with countless new and highly original innovations. For example, the Tyto project team began creating features that included a "force-sensitive grip" that would allow users to send signals to their devices through nothing more than how hard they squeezed the sides of the device, hands-free interactions that interpreted users' mid-air gestures, and a "Dynamic Perspective," that used multiple cameras to track the user's head and adjust the display, creating a three-dimensional effect. Bezos' mandate to the Tyto team was to create not just a new smartphone, but one that would immediately vault them past Apple and Samsung, well-known for their innovation.

While Lab126 employees initially welcomed Bezos's heavy involvement in the project, they soon grew frustrated by his constant presence and interference. Reports suggest that all decisions—even the smallest—first needed to go through him before they could be included in the device. For example, after the team had settled on an 8-megapixel camera for the phone, Bezos overruled them and ordered a 13-megapixel camera instead. Project team members ultimately became convinced that they were not building the smart phone for customers; they were building it for Bezos. With their CEO overseeing every decision—significant or simple—the teams' sense of freedom to develop the device became constrained. An attitude of "What would Jeff say?" influenced every project team meeting and shaped the product development process. Nowhere was this attitude felt more than in the push for Dynamic Perspective. Bezos was enamored of 3-D imaging and spent heavily on the technology. Yet none of the engineers working on the feature could imagine how 3-D would benefit users, and doggedly pursued it only because Jeff Bezos wanted it.

By 2013, with Tyto development slowing to a crawl, Amazon scrapped the original project and started over with a new project code-named "Duke." They also started a low-cost, fewer-feature version of the smartphone code-named "Otus." Amazon toyed with the idea of selling Otus at cost, or even giving it away free to Amazon Prime members as a way to get their foot in the door of the smartphone market. Bezos, however, felt that the pursuit of "cool" meant that the flagship Duke model had to lead the way, and thus pushed that version out the door first. Unveiled in mid-June 2014 in Seattle, the Amazon Fire Phone went on sale in July. It didn't take long for Amazon to realize that the phone was a dud. Consumers were unimpressed with the Dynamic Perspective 3-D feature, bland design, and poor app library. Further, the price immediately turned off potential users, as they could not find value for their money. This rejection was so immediate that Amazon quickly began cutting its price, from the original $649 to $449 and then to $199. In late 2015, the product was canceled and in a bid to simply eliminate unsold inventory, the Fire Phone was offered at just 99 cents, as Amazon wrote off $170 million in losses.

The failure of the Fire Phone was caused by many poor decisions made at Amazon, several by the company's CEO Jeff Bezos, who became so committed to the idea of competing with smartphone leaders Apple and Samsung that he poured a huge investment into a first-of-its-kind venture that lacked a compelling reason or a clear marketplace advantage. The project [illegible] Bezos' interference [illegible] and [illegible] Bezos' [illegible] [illegible] [illegible]

which a shift in political, economic, customer, or technological conditions has rendered the project without purpose.[2] In this chapter, we will explore both types of termination in detail as we examine the steps we need to take to effectively close out a project during termination.

Types of Project Termination

LO 14.1 Distinguish among the four main forms of project termination.

Although "project closeout" might imply that we are referring to a project that has been successfully completed and requires a systematic closeout methodology, as stated previously, projects can be terminated for a variety of reasons. The four main reasons for project termination are:[3]

1. **Termination by extinction.** This process occurs when the project is stopped due to either a successful or an unsuccessful conclusion. In the successful case, the project has been transferred to its intended users and all final phase-out activities are conducted. Whether successful or not, however, during termination the project's final budget is audited, team members receive new work assignments, and any material assets the project employed are dispersed or transferred according to company policies or contractual terms.
2. **Termination by addition.** This approach concludes a project by institutionalizing it as a formal part of the parent organization. For example, suppose a new hardware design at Apple Computer has been so successful that the company, rather than disband the project team, turns the project organization into a new operating group. In effect, the project has been "promoted" to a formal, hierarchical status within the organization. The project has indeed been terminated, but its success has led to its addition to the organizational structure.
3. **Termination by integration.** Integration represents a common, but exceedingly complicated, method for dealing with successful projects. The project's resources, including the project team, are reintegrated within the organization's existing structure following the conclusion of the project. In both matrix and project organizations, personnel released from project assignments are reabsorbed within their functional departments to perform other duties or [illegible] performance within the project team that the idea of reintegration within the old organization holds no appeal for them, and they leave the company for fresh project challenges. For example, the project manager who led the development of a construction project for a graphics software firm in Cedar Park, Texas, left the company after the project was completed rather than accept a functional job serving as the system administrator. He found the challenge of managing the project much more to his liking than maintaining it.
4. **Termination by starvation.** Termination by starvation can happen for several reasons. There may be political reasons for keeping a project officially "on the books," even though the organization does not intend it to succeed or anticipate it will ever be finished. The project may have a powerful sponsor who must be placated with the maintenance of his "pet project." Sometimes projects cannot be continued because of general budget cuts, but an organization may keep several of them on file so that when the economic situation improves, the projects can be reactivated. Meredith and Mantel[4] argue that termination by starvation is not an outright act of termination at all, but rather a willful form of neglect in which the project budget is slowly decreased to the point at which the project cannot possibly remain viable.

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BOX 14.1

Project Managers in Practice

James J Devine, PMP - Engineering Research and Consulting, Inc.

Jim Devine is extremely passionate about Project Management, as evidenced by his active involvement in the Project Management realm. Jim works full time as a project manager in the aerospace industry as a contractor supporting NASA at Kennedy Space Center (KSC) in Florida. Jim also teaches part time as an Adjunct Professor in Florida Tech's MBA program, where he developed a course called Cases in Project Management in 2010 and has taught every semester since. Jim also regularly volunteers for the Project Management Institute (PMI). Since 2004 he has held leadership positions—first, for his local chapter (2004-2013), and since then, as the Region 14

Mentor (2012-2016) for Southeast North America, Southern Caribbean, and Jamaica. Jim realized early in his life that he wanted to be a Project Manager, which is why he chose a technical undergraduate degree and a graduate degree in Management. Obtaining these academic credentials in pursuit of his goal of securing a position as a project manager turned out to be the easiest part of his journey. The challenge was finding and securing his first opportunity to manage a project.

As a junior in High School, Jim enlisted in the U.S. Army Reserves, working in Electronic Communications. After graduation, he relocated from Buffalo, NY to Titusville, Florida and found a position working in a ceramic studio, pouring ceramics on an assembly line. Still focused on becoming a PM, Jim pursued opportunities to work on projects and eventually was offered a position as an electro-mechanical assembler, supporting various projects for a Department of Defense (DoD) contractor and an Aerospace Contractor. This opportunity provided Jim his first actual experiences supporting projects. His next challenge was earning his degree.

Working full time on an assembly line and attending the local community college presented financial and time challenges. In 1986, Jim decided to transfer from the U.S. Army Reserves into active duty for the U.S. Navy in the Advanced Electronics Field. The training Jim received equipped him with technical and leadership skills for future use as a project manager. More importantly, his enlistment provided college tuition benefits from the GI Bill. Jim completed his two-year technical school for the Navy and was assigned to Fighter Squadron VF-211 in Miramar, California as an aviation electronics technician, working on F-14s. Jim would make two Western Pacific Cruises (WesPac) aboard the USS Nimitz, the second supporting Operation Desert Storm / Shield. In 1992, Jim was honorably discharged and moved back to Titusville to pursue his Bachelor of Science Degree in Electrical Engineering Technology, and an MBA from the University of Central Florida.

While attending college, Jim worked an as electronic technician on various DoD contracts, providing support on assigned projects. After he graduated with his Bachelor's Degree, Jim was offered an Engineering position with Harris Corporation. In this position, Jim took on his first project leadership roles; for example, he was assigned as Project Lead for a Satellite Multiplexer unit supporting the Program Manager on a U.S. Army Program.

When Jim graduated with his MBA, he accepted a position as a Safety Engineer at Kennedy Space Center (KSC). In this capacity, Jim supported a wide variety of projects but still wanted bigger challenges. Committed to learning the critical skill set for managing projects, Jim continued to gain the experience and knowledge required to take on a full-time project manager position. After many years of working in project support roles, Jim was finally rewarded in 2003 with his first full-time position as a Project Manager supporting the Ground Project Management Department with United Space Alliance. Jim attributed this success to perseverance, networking with other project managers, and studying the Project Management Body of Knowledge (PMBoK) to learn tools and techniques that would help him manage projects more efficiently. Jim had now transitioned from supporting tasks at the project level to managing projects at the program level. His new position afforded Jim opportunities to work on Ground Support Systems (GSS) and Ground Support Equipment (GSE), used to process the Space Shuttle throughout KSC. In 2004, Jim passed the qualifying exam to be certified as a Project Management Professional.

"As a Project Manager, I have been assigned to multiple projects throughout the Kennedy Space Center," Devine notes. "This was the most exciting part of the job, as each project had a unique set of requirements, varying NASA customers, and new challenges [illegible] Mobile Launcher (ML), in the Vehicle Assembly Building (VAB), the Launch Control Center (LCC), and other locations. Devine has

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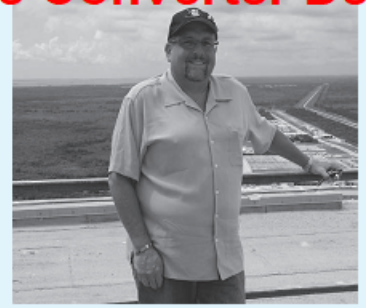


FIGURE 14.1 James Devine, PMP – Engineering Research and Consulting, Inc.
Source: James J Devine

(continued)

seen some of NASA's biggest successes—"The most rewarding part of my first PM position was watching the different shuttle missions launch, knowing that my project teams and I played a vital part in the launch."

One of the biggest challenges that Jim is currently facing is the changing environment at Kennedy Space Center. The shuttle program has been retired, and the new Ground Systems Development & Operations (GSDO) Program is moving forward. The retirement of the shuttle program has brought along reduced work forces and ever-changing contracts. Since coming to the Space Center, Jim has been employed by seven different contractors. Every few years, NASA awards contracts to new contractors, which means changes to the work force. Says Devine, "It is still an exciting time at KSC supporting the new program, but along with change comes some uncertainty. However, there are many rewards working at KSC." One of Jim's favorites is that KSC is located on the Merritt Island Wildlife refuge. Seeing snakes, gators, deer, wild hogs, eagles, hawks, dolphins, and sting rays are all part of a normal day. "KSC is located on the Atlantic coast, so working from the pads provides a breath-taking view of the ocean. This is the life of a Project Manager working as a contractor at KSC. And it doesn't get much better than that!"

Natural Termination—the Closeout Process

LO 14.2 Recognize the seven key steps in formal project closeout.

When a project is moving toward its natural conclusion, several activities are necessary to close it out.[5] Some of the activities we will examine, such as finishing the work, handing over the project, and gaining acceptance for the project, are intended to occur in a serial path, with one set of activities leading to the next. At the same time that these tasks are being done, however, other activities occur concurrently, such as completing documentation, archiving records, and disbanding the team. Thus, the process of closing out a project is complex, involving multiple activities that must occur across a defined period. Let us consider these activities and the steps necessary to complete them in order.

FINISHING THE WORK

As a project moves toward its conclusion, several tasks still need to be completed or polished, such as a final debug on a software package. At the same time, people working on the project naturally tend to lose focus—to begin thinking of new project assignments or their pending release from the project. Project managers must be aware of these natural tendencies and develop a plan for finishing the activities of the project and moving forward. Already [illegible] completing final assignments usually requires the use of a checklist as a control device.[6] For example, in building a house, the contractor will walk through the almost completed house with the new owner, checking each [illegible] to make sure that [illegible] are [illegible] to the owner's satisfaction. Monitoring the final project activities [illegible] such a [illegible] as a technical or administrative process for the project manager. Checklists and other simple control devices provide an important element of structure to the final tasks, reminding the project team that although the majority of the work has been finished, the project is not yet done. Using punch lists also demonstrates that even in the best projects, modifications or adjustments may be necessary before the project will be acceptable to the client.[7]

HANDING OVER THE PROJECT

Transferring the project to its intended user can be either a straightforward or a highly complex process, depending on the contractual terms, the client (either in-house or external), environmental conditions, and other mediating factors. The process itself usually involves a formal transfer of ownership of the project to the customer, including any terms and conditions for the transfer. This transfer may require careful planning and specific steps and processes. Transfer does not just involve shifting ownership; it also requires establishing training programs for users, transferring and sharing technical designs and features, making all drawings and engineering specifications available, and so on. Thus, depending on the complexity of the transfer process, the handing-over steps can require meticulous planning in their own right.

As a form of risk management in large industrial projects, it has become popular for customers such as foreign countries to refuse initial acceptance of a project until after a transition period in which the project contractor must first demonstrate the viability of the project. In the United Kingdom, these arrangements are often referred to as **Private Finance Initiatives (PFIs)** and are used to protect the excessive financial exposure of a contracting agency to a project being developed.[8] For

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example, suppose your company has just built a large iron-ore smelting plant for Botswana at a cost to the country of $1.5 billion. Under these circumstances, Botswana, for which such an investment is very risky, would first require your firm to operate the plant for some period to ensure that all technical features check out. This is the **Build, Operate, and Transfer (BOT)** option for large projects, which is a method for allowing the eventual owner of the project to mitigate risk in the short run. A modification on this BOT alternative is the **Build, Own, Operate, and Transfer (BOOT)** option. Under a BOOT contract, the project contractor takes initial ownership of the plant for a specified period to limit the client's financial exposure until all problems have been contractually resolved. The disadvantage to project organizations of BOT and BOOT contracts is that they require the contractor to take on high financial risk through operation or ownership of the project for some specified period. Hence, although they serve to protect the client, they expose the contractor to serious potential damages in the event of project failure.

GAINING ACCEPTANCE FOR THE PROJECT

A research study conducted on the critical success factors for projects found that client acceptance represents an important determination of whether the project is successful.[9] "Client acceptance" represents the recognition that simply transferring the project to the customer is not sufficient to ensure the customer's happiness with it, use of it, and recognition of its benefits. Many of us know from our own experience that gaining customer acceptance can be tricky and complex. Customers may be nervous about their capabilities or level of technical know-how. For example, in transferring IT projects to customers, it is common for them to experience initial confusion or miscomprehension regarding features in the final product. Some customers will purposely withhold unconditional acceptance of a project because they fear that after granting it, they will lose the ability to ask for modifications or corrections for obvious errors. Finally, depending on how closely our project team has maintained communication ties with the customer during the project's development, the final product may or may not be what the customer actually desires.

Because the process of gaining customer acceptance can be complicated, it is necessary to begin planning well in advance for both the transfer of the final product to the client and the creation, if necessary, of a program to ease the client's transition to ownership. In other words, when we start planning for project closeout, we need to begin to plan for turning the project over, training, and use. The project team should begin by asking the hard questions, such as "What objections could the client make to this project when it is completed?" and "How can we remove the client's concerns [illegible] the project's commercial or technical value?"

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HARVESTING THE BENEFITS

Projects are initiated to solve problems, capitalize on opportunities, or serve some specific goal or set of goals. The benefits behind the completion of a project should be easy to determine; in fact, we could argue that projects are created for the purpose of attaining some benefit to their parent organizations. As a result, the idea of harvesting these benefits suggests that we be in a position to assess the value the project adds, either to an external customer or to our own firm, or both.

Benefits come in many forms and relate to the project being created. For example, in a construction project the benefits may accrue as the result of public acclamation for the project on aesthetic or functional grounds. For a software project, benefits may include enhanced operating efficiency and, if designed for the commercial market, high profits and market share. The bottom line for harvesting the benefits suggests that the project organization should begin to realize a positive outcome from the completion of the project.

In practical terms, however, it may be difficult to accurately assess the benefits from a project, particularly in the short run. For instance, in a project that is created to install and modify an Enterprise Resource Planning (ERP) package, the benefits may be discovered over a period of time as the package allows the company to save money on the planning, acquisition, storage, and use of production materials for operations. The true benefits of the ERP system may not become apparent for several years, until all the bugs have been chased out of the software. Alternatively, a project that has been well run and is cost-effective may fail in the marketplace because of a competitor's unexpected technological leap forward that renders the project, no matter how well done, obsolete. For example, manufacturers of external hard drives (data storage units) for computers, like Seagate, are

facing serious competitive challenges due to the introduction and increasing use of "cloud storage" systems such as MediaFire, Dropbox, and Google Drive. New advances or even well-run projects in the hard drive industry are at risk because the technology may simply be passing them by.

The key to begin harvesting the benefits of a project is to first develop an effective and meaningful measurement system that identifies the goals, time frame, and responsibilities involved in project use and value assessment.[10] All these issues must be worked out in advance, either as part of the project scope statement or during project development.

REVIEWING HOW IT ALL WENT

Some basic principles must be followed when evaluating a project's (and project team's) performance. Postproject reviews strive to be as objective as possible, and in many organizations project reviews are conducted using outsiders—members of the organization who were themselves not part of the project team. On one level this makes sense; it is better to get the evaluation from a disinterested third party rather than allow team members to make their own assessments and risk useless self-rationalization or covering up poor practices. Four principles cover proper postproject reviews: objectivity, internal consistency, replicability, and fairness.[11]

1. ***Objectivity***—This principle refers to the need for an unbiased, critical review of the project from the perspective of someone without an agenda or "axe to grind." Although the idea of using an objective party is good in theory, there are some common problems with using outsiders to review a project's performance, including:
   a. Outside reviewers are unfamiliar with the circumstances the project team was dealing with while implementing the project. The evaluator may not understand the project's technical challenges, specific instructions received from top management or clients, or problems encountered while working on the project. The "outside view" here does not allow for a knowledgeable perspective on the part of the reviewer and may unfairly influence their response.
   b. Project teams may be suspicious about who selected the reviewers and the instructions they may have received. The worst thing that can happen is for the project team members [illegible] reviewers have [illegible] political [illegible] the project [illegible] color their evaluation. For example, the Affordable Healthcare Act, commonly referred to as Obamacare, has been a political lightning rod for several years now. Were a Republican [illegible] to select [illegible] to review [illegible] may be viewed from [illegible] perspective [illegible]
   c. Outside evaluators may feel compelled to find problems. Human nature suggests that when individuals are assigned to serve as project reviewers, they will naturally dig for problems, with the potential for elevating minor issues into much larger problems than they really are. As one project management writer put it, evaluators should be on the lookout for problems, but they should also "guard against behaving like traffic police who have a quota of tickets to issue each day."[12]
   d. Outside reviewers are not competent. It may be the case that the evaluator assigned to review the project is not technically or otherwise competent to make an accurate assessment.
2. ***Internal Consistency***—A logical and well-constructed procedure must be established and followed when conducting reviews. All relevant steps in the review must be established in advance and the process duplicated across all projects in the organization to ensure that some reviewers are not using ad hoc practices and making up the rules as they go along. Standardization is key to internally consistent evaluations.
3. ***Replicability***—A standardized review process should yield similar findings regardless of who conducts the evaluation. Replicability implies that the variation is removed from the process because the information collected does not depend upon the individual conducting the review.
4. ***Fairness***—Members of the project team must perceive that the review was conducted fairly, without agendas, and intended to highlight both successes and failures. If they feel they are being unfairly criticized, it can influence their willingness to perform on future projects and instead encourage either disinterest or self-protection behavior (e.g., finding scapegoats for problems rather than fixing them).

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One of the most important elements in the project closeout involves conducting an in-depth **lessons learned** analysis based on a realistic and critical review of the project—its high and low points, unanticipated difficulties, and elements that provide suggestions for future projects. Even among firms that conduct lessons learned reviews, several errors can occur at this stage, including:

- ***Misidentifying systematic errors.*** It is human nature to attribute failures or mistakes to external causes, rather than internal reasons. For example, "The client changed the specifications" is easier to accept than the frank admission, "We didn't do enough to determine the customer's needs for the project." Closely related to this error is the desire to perceive mistakes as one-time or nonrecurring events. Rather than looking at our project management systems to see if the mistakes could be the result of underlying problems with them, many of us prefer the easier solution of believing that these results were unpredictable, that they were a one-time occurrence and not likely to recur, and that therefore we could not have prepared for them and do not need to prepare for them in the future.
- ***Misapplying or misinterpreting appropriate lessons based on events.*** A related error of misinterpretation occurs when project team members or those reviewing the project wrongfully perceive the source of an encountered problem. Sometimes the correct lessons from a terminated project are either ignored or altered to reflect a prevailing viewpoint. For example, a computer manufacturer became so convinced that the technology its team was developing was superior to the competition's that the manager routinely ignored or misinterpreted any counteropinions, both within her own company and during focus group sessions with potential customers. When the project failed in the marketplace, the common belief within the company was that marketing had failed to adequately support the product, regardless of the data that marketing had been presenting for months suggesting that the project was misguided.
- ***Failing to pass along lessons learned conclusions.*** Although it is true that an organization's projects are characterized as discrete, one-time processes, they do retain enough areas of overlap, particularly within a single firm's sphere, to make the application of lessons learned programs extremely useful. These lessons learned serve as a valuable form of organizational learning and [illegible] by other project managers reporting on past projects. The success of a lessons learned process is highly dependent upon senior managers enforcing the archiving of critical historical information. Although all projects are, to a degree, unique, that uniqueness should never be [illegible] Army, for example, past project lessons learned are electronically filed and stored. All program managers are required to access these previous records based on the type of project they are managing and to develop a detailed response in advance that addresses likely problems as the project moves forward.

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To gain the maximum benefit from lessons learned meetings, project teams should follow three important guidelines:

1. ***Establish clear rules of behavior for all parties to the meeting.*** Everyone must understand that effective communication is the key to deriving lasting benefits from a lessons learned meeting. The atmosphere must be such that it promotes interaction, rather than stifling it.
2. ***Describe, as objectively as possible, what occurred.*** People commonly attempt to put a particular "spin" on events, especially when actions might reflect badly on themselves. The goal of the lessons learned meeting is to recapitulate the series of events as objectively as possible, from as many viewpoints as possible, to reconstruct sequences of events, triggers for problems, places for miscommunication or misinterpretation, and so forth.
3. ***Fix the problem, not the blame.*** Lessons learned sessions work only when the focus is on problem solving, not on attaching blame for mistakes. Once the message is out that these sessions are ways for top management to find scapegoats for failed projects, they are valueless. On the other hand, when personnel discover that lessons learned meetings are opportunities for everyone to reflect on key events and ways to promote successful practices, defensiveness will evaporate in favor of meetings to resolve project problems.

PUTTING IT ALL TO BED

The conclusion of a project involves a tremendous amount of paperwork needed to document and record processes, close out resource accounts, and when necessary, track contractual agreements and the completed legal terms and conditions. Some of the more important elements in this phase are:

1. *Documentation*. All pertinent records of the project must be archived in a central repository to make them easy for others to access. These records include all schedule and planning documents, all monitoring and control materials, any records of materials or other resource usage, customer change order requests, specification change approvals, and so forth.
2. *Legal*. All contractual documents must be recorded and archived. These include any terms and conditions, legal recourse, penalties, incentive clauses, and other legal records.
3. *Cost*. All accounting records must be carefully closed out, including cost accounting records, lists of materials or other resources used, and any major purchases, rebates, or other budgetary items. All cost accounts related to the project must be closed at this time, and any unused funds or budget resources that are still in the project account must be reverted back to the general company budget.
4. *Personnel*. The costs and other charges for all project team personnel must be accounted for, their time charged against project accounts, and any company overhead in the form of benefits identified. Further, any nonemployees involved in the project, such as contractors or consultants, must be contractually released and these accounts paid off and closed.

Figure 14.4 in Appendix 14.1 shows some sample pages of a detailed project sign-off document. Among the important elements in the full document are a series of required reviews, including:

- *General program and project management confidence*—assessing the overall project specifications, plans, resources, costs, and risk assessment
- *Commercial confidence*—determining that the "business case" driving the project is still valid
- *Market and sales confidence*—based on pricing policies, sales forecasting, and customer feedback
- *Product quality confidence*—verifying all design reviews and relevant change requests
- *Manufacturing confidence*—that manufacturing quality, production capability and production [illegible] to the project
- *Supply chain logistics confidence*—ensuring that the project supply chain, delivery performance, and supplier quality are up to acceptable standards
- *Aftermarket confidence*—analyzing issues of delivery, customer expectations, and post-[illegible] for during the transition
- *Health, safety, and environment confidence*—verifying that all HS&E impacts have been identified and documented

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DISBANDING THE TEAM

The close of a project represents the ending of the project team's relationship, originally founded on their shared duties to support the project. Disbanding the project team can be either a highly informal process (holding a final party) or one that is very structured (conducting detailed performance reviews and work evaluations for all team members). The formality of the disbanding process depends to a great degree on the size of the project, the authority granted the project manager, the organization's commitment to the project, and other factors.

We noted in Chapter 2 that in some project organizations, a certain degree of stress accompanies the disbanding of the team due to the uncertainty of many members about their future status with the firm. In most cases however, project team members are simply transferred back to departmental or functional duties to await their appointment to future projects. Research clearly demonstrates that when team members have experienced positive psychosocial outcomes from the project they are more inclined to work collaboratively in the future, have more positive feelings toward future projects and enter them with greater enthusiasm.[13] Thus, ending project team relationships should never be handled in an offhand or haphazard manner. True, these team members can no longer positively affect the just-completed project, but their accomplishments, depending upon how they are celebrated, can be a strong force of positive motivation for future projects.

WHAT PREVENTS EFFECTIVE PROJECT CLOSEOUTS?

The creation of a system for capturing the knowledge from completed projects is so important that it seems the need for such a practice would be obvious. Yet research suggests that many organizations do not engage in effective project closeouts, systematically gathering, storing, and making available for future dissemination the lessons they have learned from projects.[14] Why is project closeout handled haphazardly or ineffectively in many companies? Some of the common reasons are:

- ***Getting the project signed off discourages other closeout activities.*** Once the project is paid for or has been accepted by the client, the prevailing attitude seems to be that this signals that no further action is necessary. Rather than addressing important issues, the final "stamp of approval," if applied too early, has the strong effect of discouraging any additional actions on the project. Final activities drag on or get ignored in the hope that they are no longer necessary.
- ***The assumed urgency of all projects pressures us to take shortcuts on the back end.*** When a company runs multiple projects at the same time, its project management resources are often stretched to the limit. An attitude sometimes emerges suggesting that it is impossible to delay the start of new projects simply to complete all closeout activities on ones that are essentially finished. In effect, these companies argue that they are too busy to adequately finish their projects.
- ***Closeout activities are given a low priority and are easily ignored.*** Sometimes firms assign final closeout activities to people who were not part of the project team, such as junior managers or accountants with little actual knowledge of the project. Hence, their analysis is often cursory or based on a limited understanding of the project and its goals, problems, and solutions.
- ***Lessons learned analysis is viewed simply as a bookkeeping process.*** Many organizations require lessons learned analyses only to quickly file them away and forget they ever occurred. Organization members learn that these analyses are not intended for wider dissemination and, consequently do not take them seriously, do not bother reading past reports, and do a poor job of preparing their own.
- ***Project managers see their projects as unique.*** The [illegible] projects [illegible] project [illegible] [illegible] projects [illegible] also may have several common points. For example, if projects have the same client, employ similar technologies, enlist similar contractors or consultants, or employ similar personnel [illegible] they may have [illegible] stances are equally unique and that knowledge cannot be transferred.

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Developing a natural process for project closeout offers the project organization several advantages. First, it allows managers to create a database of lessons learned analyses that can be extremely beneficial for running future projects more effectively. Second, it provides a structure to the closeout that turns it from a slipshod process into a series of identifiable steps for more systematic and complete project shutdown. Third, when handled correctly, project closeout can serve as an important source of information and motivation for project team members. They discover, through lessons learned analysis both good and bad practices and how to anticipate problems in the future. Further, when the team is disbanded in the proper manner, the psychological benefits are likely to lead to greater motivation for future projects. Thus, systematic project closeout usually results in effective project closeout.

Early Termination for Projects

LO 14.3 Understand key reasons for early termination of projects.

Under what circumstances can a project organization reasonably conclude that a project is a candidate for **early termination**? Although a variety of factors can influence this decision, Meredith identifies six categories of dynamic project factors and suggests that it is necessary to conduct periodic monitoring of these factors to determine if they have changed significantly.[15] In the event

that the answer is "yes," follow-up questions should seek to determine the magnitude of the shift as a basis for considering if the project should be continued or terminated. Table 14.1 shows these dynamic project factors and some of the subjects within them about which pertinent questions should be asked.

As shown in Table 14.1, static project factors relating to the characteristics of the project itself and any significant changes it has undergone, are the first source of information about potential early termination. Factors associated with the task itself or with the composition of the project team are another important source of information about whether a project should be terminated. Other important cues include changes to project sponsorship, changes in economic conditions or the organization's operating environment that may negate the value of continuing to pursue the project, and user-initiated changes. For example, the client's original need for a project may be obviated due to changes in the external environment, such as when Apple's purchase of Beats Audio allowed it to cancel several of its own audio hardware and music streaming projects because the purchase supplied it with the technologies it had been pursuing.

TABLE 14.1 Project Factors to Review

1. **Static Factors**
   a. Prior experience
   b. Company image
   c. Political forces
   d. High sunk costs
   e. Intermittent rewards
   f. Salvage and closing costs
   g. Benefits at end
2. **Task-Team Factors**
   a. Difficulty achieving technical performance
   b. Difficulty solving technological/manufacturing problems
   c. Time to completion lengthening
   d. Actual progress falling behind schedule milestones
   e. Actual team turnover
   f. Loss of team or project manager enthusiasm
3. **Sponsorship Factors**
   a. Project less consistent with organizational goals
   b. Weaker image with other projects
   c. Lower impact on the company
   d. Less important to the firm
   e. Reduced problem or opportunity
   f. Less top management commitment to project
   g. Loss of project champion
4. **Economic Factors**
   a. Lower projected ROI, market share, or profit
   b. Higher cost to complete project
   c. Less capital availability
   d. Longer time to project returns
   e. Missing project cost milestones
   f. Reduced match of project financial scope to firm's budget
5. **Environmental Factors**
   a. Better alternatives available
   b. Increased competition
   c. Less able to protect results
   d. Increased government restrictions
6. **User Factors**
   a. Market need obviated
   b. Market factors changed
   c. Reduced market receptiveness
   d. Decreased number of end-use alternatives
   e. Reduced likelihood of successful commercialization
   f. Less chance of extended or continuing success

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A great deal of research has been conducted on the decision to cancel projects to identify the key decision rules by which organizations determine that they no longer need to pursue a project opportunity. An analysis of 36 companies terminating R&D projects identified low probabilities of achieving technical or commercial success as the number one cause for terminating R&D projects.[16] Other important factors in the termination decision included low probability of return on investment, low market potential, prohibitive costs for continuing with the project, and insurmountable technical problems. Other authors have highlighted additional critical factors that can influence the decision of whether to terminate projects, including (1) project management effectiveness, (2) top management support, (3) worker commitment, and (4) project leader championship of the project.[17]

One study has attempted to determine warning signs of possible early project termination that can be identified before a termination decision has in fact been made.[18] The authors examined 82 projects over four years. Their findings suggest that for projects that were eventually terminated, within the first six months of their existence project team members already recognized these projects as having a low probability of achieving commercial objectives, as not being managed by team members with sufficient decision authority, as being targeted for launch into relatively stable markets, and as being given low priority by R&D top management. In spite of the fact that these projects were being managed effectively and given valuable sponsorship by top management, these factors allowed project team members to determine after very little time had been spent on the project that it was likely to fail or suffer from early termination by the organization.

MAKING THE EARLY TERMINATION DECISION

When a project is being considered as a candidate for early termination, the decision to pull the plug is usually not clear-cut. There may be competing information sources, with some suggesting the project can succeed and others arguing that the project is no longer viable. Often the first challenge in project termination is sorting among these viewpoints to determine which views of the project are the most accurate and objective ones. Remember, typically a project's viability is not a purely internal issue; that is, just because the project is being well-developed does not mean that it should continue to be supported. A significant shift in external forces can render [illegible] project [illegible] [illegible] [illegible]

portfolio is balanced. When a new strategic vision is adopted, it is common to make significant changes to the product mix, eliminating product lines that do not fit the new goals. For example, Project Ara was a smartphone developed by Google that had industry watchers taking serious notice. Combining modular features that would allow users to upgrade elements of the phone without buying a new model, the project was suddenly canceled in late 2016. Observers have blamed the cancellation of the Ara project on Google's decision to streamline their hardware manufacturing operations and move in different strategic directions.[22]

3. ***When deadlines continue to be missed.*** Continually missed key milestones or deadlines are a signal that a project is in trouble. Even when there are some good reasons for initially missing these milestones, the cumulative effect of continuing to miss deadlines will, at a minimum, cause the project organization to analyze the causes of these lags. Are they due to poor project management, unrealistic initial goals, or simply the fact that the technology is not being developed fast enough? During President Reagan's first term in office, the Strategic Defense Initiative (SDI) was started. Nearly 40 years later, many of the technical problems with creating a viable missile defense system are still being addressed. Most experts readily admit that they do not have a good idea of when the system will be sufficiently robust to be deployed with confidence.
4. ***When technology evolves beyond the project's scope.*** In many industries, such as the IT arena, technological changes are rapid and often hugely significant. Thus, IT professionals always face the challenge of completing projects while the technology is in flux. Their natural fear is that by the time the project is introduced, the technology will have advanced so far beyond where the project is that the project will no longer be useful. The basic challenge for

PROJECT PROFILE

Aftermath of a "Feeding Frenzy": Dubai and Canceled Construction Projects

The past 20 years have seen an enormous level of construction activity in the wealthy UAE Emirate of Dubai. With a [illegible] encouraged [illegible] to work [illegible] have [illegible] in skyscrapers, theme parks, shopping centers, and residential projects over the past 20 years and encouraged private investors to do the same. The frenzy of expansion came to a sudden halt following the Great Recession of 2009 and the subsequent [illegible] in the banking industry. Loans used to finance prospective ventures were canceled, [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] canceled projects in Dubai between 2010 and 2011 were a planned Tiger Woods–branded golf course and a kilometer-high skyscraper.

The aftermath of this sudden downturn lowered property values in Dubai by more than 50%, forcing developers to delay or cancel showcase projects and, in some cases, simply shut down and leave the Emirate without telling customers. Many individuals and companies bought into property deals, signed over large deposits, and have been unable to recoup their money or receive their property. With a portfolio of canceled projects and a natural reluctance among developers to reinvest in the aftermath of the real estate bust, the government of Dubai was forced to offer some creative incentives to reinvigorate their construction market. Among the initiatives they created was a commission set up to liquidate scores of canceled projects and use the funds to repay investors who had been burned in the recession. The commission's role is to investigate the finances of various investors, determine whether payments or property transfers were unlawfully withheld, and order restitution for cheated investors. Dubai is anxious to reclaim its good name as a safe haven for investment and at the same time, encourage a new round of construction development. As of 2016, hundreds of projects remained on the "canceled" list, with investors lining up for refunds as the projects and land are sold at auction and the money distributed to creditors.

Canceled construction projects are a common phenomenon, especially during the banking crisis that precipitated the Great Recession. Both individual investors and companies took significant risks in making investments in the Emirate of Dubai, only to see their money disappear or property values plummet. Unlike its oil-rich neighbor, Abu Dhabi, Dubai does not have a means to recoup losses through exploiting its natural resources and instead must support reinvestment through banking and commerce development. One creative option is issuing Islamic Bonds ("sukuk") as a means to finance the next generation of development. Dubai's response in guaranteeing the loans for many of these ventures has gone a long way to bringing stability back to the Emirate and encouraging a new round of investment. Dubai's response to the cancellation of so many development projects has been to demonstrate that where one project fails, others may succeed, provided there are visionary leaders at the top.[23]

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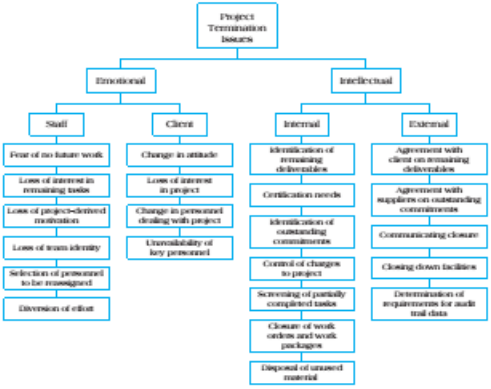


FIGURE 14.2 Work Breakdown for Project Termination Issues

any IT project is trying to find a reasonable compromise between freezing the project's scope and allowing for ongoing spec changes that reflect new technology. Obviously, at some point the scope must be frozen or the project will never be completed. On the other hand, freezing the scope too early may lead to a project that is already obsolete before it has been launched.

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SHUTTING DOWN THE PROJECT

Let us assume that following an analysis of a troubled project and its ongoing viability, the decision is made to terminate it. The next step is to determine how the project should be terminated. As we will see, unfortunately, there are likely to be several issues that must be resolved both prior to and following the project's early termination. These termination decisions are sometimes divided into two classes: emotional and intellectual.[24] Further, under each heading, additional concerns are listed. Figure 14.2 shows the framework that employs a modified Work Breakdown Structure to identify the key decisions in a project termination.

The decision to terminate a project will give rise to a variety of responses and new duties for the project manager and team (see Table 14.2). Pulling the plug on a project usually leads to

TABLE 14.2 Concerns When Shutting Down a Project

Emotional Issues of the Project Team

1. Fear of no future work—The concern that once the project is shut down, there is no avenue for future work for team members.
2. Loss of interest in remaining tasks—The perception that a terminated project requires no additional performance.
3. Loss of project-derived motivation—All motivation to perform well on the project or to create a successful project is lost.
4. Loss of team identity—The project is being disbanded; so is the team.
5. Selection of personnel to be reassigned—Team members already begin jockeying for reassignment to better project alternatives.
6. Diversion of effort—With the project winding down, other jobs take greater priority.

(*continued*)

TABLE 14.2 *Continued*

Emotional Issues of the Clients

1. Changes in attitude—Now that the project has been canceled or concluded, client attitude may become hostile or indifferent.
2. Loss of interest in the project—As the project team loses interest, so does the client.
3. Change in personnel dealing with the project—Many times, as they move their key people to new challenges, clients will shift new people into the project who have no experience with it.
4. Unavailability of key personnel—Resources at the client organization with needed skills are no longer available or interested in contributing their input to the project that is being terminated.

Intellectual Issues—Internal

1. Identification of the remaining deliverables—The project team must distinguish between what has been accomplished and what has not been completed.
2. Certification needs—It may be necessary to provide certification of compliance with environmental or regulatory standards as part of the project closeout.
3. Identification of outstanding commitments—The project team must identify any outstanding supply deliveries, milestones that will not be met, and so forth.
4. Control of charges to the project—By the closeout, several people and departments are aware of project account numbers. It is necessary to quickly close out these accounts to prevent other groups from hiding their expenses in the project.
5. Screening of partially completed tasks—It is necessary to begin eliminating the work being done on final tasks, particularly when they no longer support the project's development.
6. Closure of work orders and work packages—Formal authorization to cancel work orders and project work packages is necessary once ongoing tasks have been identified.
7. Disposal of unused material—Projects accumulate quantities of unused supplies and materials. A method must be developed for disposing of or transferring these materials to other locations.

Intellectual Issues—External

1. Agreement with the client on remaining deliverables—When a project is being canceled, the project organization and the client must jointly agree on what final deliverables will be supplied and when they will be scheduled.
2. [illegible] with termination—Strong commitments [illegible] to confirm [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [illegible]
3. Communicating closure—The project team must ensure that all relevant stakeholders are clearly aware of the project shutdown, including the date by which all activities will cease.
4. [illegible] facilities—[illegible] [illegible] [illegible] [illegible] [illegible] [illegible] [

BOX 14.2

Project Management Research in Brief

Project Termination in the IT Industry

Software projects have long had a checkered history of failing to live up to their promises. Take, as an example, California's Department of Motor Vehicles' (DMV) decision in early 2013 to cancel a $208 million, six-year IT modernization project. Originally contracted with Hewlett-Packard (HP), the project that was intended to upgrade the DMV's IT systems wasted years in development time and blew through nearly $135 million of taxpayer's money, before being abruptly terminated. Interestingly, the IT system upgrade project was started in 2006 following a previous DMV project disaster—called Info-California—that wasted additional millions between 1987 and its cancellation in 1994. That previous failure was supposed to be a $28 million, five-year project. When it was finally canceled after seven years of effort (and at a ballooning cost of over $200 million), the Info-California project was being described as a "hopeless failure" that crashed for several reasons, including the DMV's inexperience with computer technology, grossly underestimated project scope, and lack of consistent management.

The latest DMV IT modernization disaster follows closely on the heels of another embarrassing IT project result in California. In trying to modernize and upgrade its payroll system for all state employees, California signed a contract with SAP that was intended to develop a five-phase rollout of a state-wide payroll system. After spending $50 million on a project that never made it past the first pilot phase, California State Controller John Chiang announced the project's cancellation. The project, which was supposed to support the payroll system for the state's 240,000 employees, operating in 160 departments under 21 different bargaining units, had failed to adequately perform in handling only 1,300 employees in a simple test case. In Chiang's words, he had hoped "for a successful cure to SAP's failure to deliver an accurate, stable, reliable payroll system;" however, "SAP has not demonstrated the ability to do so."

In fairness, California is not the only state to experience these sorts of IT project catastrophes. The government of Vermont and HP agreed to a similar "no fault" cancellation of that state's DMV IT modernization project after wasting nearly $19 million and six years of development time.

Some of the most difficult challenges faced in effectively running and completing projects are those presented in the information technology (IT) industry. Research investigating project management in IT has not been reassuring. The Standish Group of Dennis, Massachusetts, conducted a lengthy and thorough study of IT projects and determined that:

- 18% of IT application development projects are canceled before completion.
- 43% of the remaining projects face significant cost and/or schedule overruns or changes in scope.
- IT project failures cost U.S. companies and governmental agencies an estimated $1.2 trillion each year, with California the leading waster of IT projects funds at $164 billion annually.

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- World-wide, investment in IT projects that are canceled or fail to [illegible] 7% of the total GDP, or nearly the entire economic output of Germany.[25] As Steve McConnell, an IT project expert notes: "Even Vegas prize fights don't get this bloody."[26]

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Given all the examples of projects at risk, what are some of the warning signs that signal a project may become a candidate for cancellation? The 10 signs of pending IT project failure are:

1. Project [illegible] poorly understood, [illegible] creep.
2. Scope is ill defined.
3. Project changes are poorly managed.
4. Chosen technology changes.
5. Business needs change.
6. Deadlines are unrealistic.
7. Users are resistant.
8. Sponsorship is lost.
9. Project lacks people with appropriate skills.
10. Best practices and lessons learned are ignored.

To avoid project failure, it is critical to recognize the warning signs, including the inability to hit benchmark goals, the piling up of unresolved problems, communication breakdowns among the key project stakeholders, and escalating costs. Such red flags are sure signals that an IT project may be a candidate for termination.[27]

that the customer or any project suppliers may hold against the project organization for early termination. Although the legal ramifications of early termination decisions cannot be explored in great detail here, it is important to recognize that the termination of a project can itself generate a number of contractual disagreements and settlements. This potential for dealing with claims or **disputes** should be factored into the decision on terminating a project. For example, a company could discover that because of severe penalties for nondelivery, it actually would be less expensive to complete a failing project than to shut it down.

Two common types of claims that can arise in the event of project closure are:

1. ***Ex-gratia claims.*** These are claims that a client can make when there is no contractual basis for the claim but when the client thinks the project organization has a moral or commercial obligation to compensate it for some unexpected event (such as premature termination). Suppose, for example, that a client was promoting a new line of products that was to use a technology the project organization had been contracted to develop. Should the project firm cancel the project, the client might decide to make an ex-gratia claim based on its charge that it had planned its new product line around this advanced technology.
2. ***Default claims by the project company in its obligations under the contract.*** When contractual claims are defaulted due to the failure of a project to be completed and delivered, the client firm may have some legal claim to cost recovery or punitive damages. For example, liquidated damages claims may be incurred when a contractor awards a project to a supplier and uses financial penalties as an inducement for on-time delivery of the project. In the event of noncompliance or early project termination, the client can invoke the liquidated damages clause to recoup its financial investment at the expense of the project organization.

In addition to claims from interested stakeholders, the project organization also may face legal disputes over contractual terms, pre-purchased materials or supplies, long-term agreements with suppliers or customers, and so forth.

Project organizations can protect themselves from problems with claims during project termination by the following means:[28]

- Consider the possible claims at the start of the contract and plan accordingly. Do not wait until they happen.
- Make sure that the project stakeholders know their particular areas of risk under the contract to help prevent baseless claims after the fact.
- Keep accurate and up-to-date records from the start of the contract. A good factual diary can help answer questions if the project develops fatal flaws downstream.
- Keep clear details of customer change requests or other departures from the original [illegible]
- Ensure that [illegible]

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When disputes are encountered they are typically handled through legal recourse, often in the form of arbitration.

Arbitration refers to a formalized system for dealing with grievances or administering corrective justice to parties in a bargaining situation. It is used to obtain a fair settlement or resolution of disputes through an impartial third party. For projects, arbitration may be used as a legal recourse if parties who disagree on the nature of contractual terms and conditions require a third party, usually a court-appointed arbitrator, to facilitate the settlement of disputed terms. Provided that all parties agree to the use of arbitration, it can serve as a binding settlement to all outstanding claims or disputes arising from a contract that was not adequately completed. Alternatively, the parties may opt for nonbinding arbitration, in which the judge can offer suggestions or avenues for settlement but cannot enforce these opinions. Although arbitration has the advantage of being faster than pursuing claims through standard litigation, in practice it is risky. The judge or arbitrator can side with the other party in the dispute and make a decision that is potentially very expensive to the project organization, and when nonbinding, arbitration can be considered "advisory." If the parties wish to adopt the award as their settlement, they may do so. On the other hand, if they decide against adopting the award, they may be forced to repeat the entire process at a subsequent administrative hearing, court trial, or binding arbitration. Any of these choices can lengthen the dispute even further.[29]

Not all claims against a project are baseless. Many times, the decision to terminate a project will be made with the understanding that it is going to open the company to litigation or claims from external parties, such as the client firm. In these cases, the termination decision must be carefully weighed before being enacted. If a project is failing and termination is the only realistic option, the resulting claims the company is likely to face must be factored into the decision process and then addressed in full after the fact.

Preparing the Final Project Report

LO 14.4 Know the challenges and components of a final project report.

The final project report is the administrative record of the completed project, identifying all its functional and technical components, as well as other important project history. A final project report is valuable to the organization to the degree that the project team and key organizational members take the time to conduct it in a systematic fashion, identify all relevant areas of concern, and enact processes to ensure that relevant lessons have been identified, learned, and passed on. The important point to remember is that a final project report is more than a simple recitation of the history of the project, it is also an evaluative document that highlights both the strengths and weaknesses of the project's development. As such, the final project report should offer a candid assessment of what went right and what went wrong for the project over its life cycle.

The elements of the final project report include an evaluation of several project and organizational factors, including:[30]

1. *Project performance.* The project performance should involve a candid assessment of the project's achievements relative to its plan. How did the project fare in terms of standard metrics such as baseline schedule and budget? Did the project achieve the technical goals that it set out to accomplish? How did the project perform in terms of stakeholder satisfaction, particularly customer satisfaction? Are there any hard data to support these assessments? The final project report is an evaluative document that should offer candid criticisms, where appropriate, of the project's performance and, if performance was deemed substandard, the most likely causes of that and recommended remedial steps to ensure that similar results do not occur in the future.
2. *Administrative performance.* The project's administrative performance evaluation refers to the evaluation of any standard administrative practices that occur within the organization, and their benefits or drawbacks in developing the just-completed project. For example, in one organization, it was found that all project change order requests had to be endorsed by five layers of management for the change to be approved, leading to long lead times for getting change requests approved. Further, the organization found that 70% of the requests for change orders were approved. Clearly, the process was not providing much value-added management of the change request. The result of this analysis led to a streamlined change order process that made the organization much faster at responding to clients' change order requests.
3. *Organizational structure.* The final report should offer an assessment of how the organizational structure helped or hindered the project team in their efforts. Problems may be found, for example, that the standard functional structure is a continual problem when trying to respond quickly to opportunities in the marketplace, or that it represents a problem in communicating between groups involved in the project. Although it is unlikely that one bad project experience will trigger an immediate demand to change the company's structure, repeated project failures that point squarely to problems with the organizational structure can eventually create the impetus to make changes that will better align it with project activities.
4. *Team performance.* The final report should also reflect on the effectiveness of the project team, not only in terms of their actual performance on the project, but also with regard to team-building and staffing policies, training or coaching, and performance evaluations for all project team members. In short, the team performance assessment should address the efficacy of the company's staffing of its project teams ("Did we find the best people within the organization to serve on the project?"), its team-building and training activities ("How are we ensuring that team members are adequately trained?" or, "If team members need training, do we have programs to provide it?"), and postproject evaluation policies ("Does the project manager have the ability to evaluate the performance of project team members?" or, "Does the project manager's evaluation carry weight in the subordinate's annual review?").
5. *Techniques of project management.* In the final report, it is useful to consider the methods used by the organization for estimating activity duration and cost, as well as any scheduling processes or techniques used. It may be found, for example, that the organization consistently underestimates the duration time necessary to complete tasks or underestimates the resource costs associated with these tasks. This information can be extremely helpful for future project

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estimation. Further, other techniques that are used for project management (e.g., scheduling software, rules, and procedures, etc.) should be critically reviewed to suggest ways to improve the process for future projects.

6. ***Benefits to the organization and the customer.*** All projects are guided by a goal or series of discrete goals that have, as their bottom line, the assumption of providing benefits to the sponsoring organization and the project's clients. A final analysis in the final project report should consider the degree to which the project has succeeded in accomplishing its goals and providing the anticipated benefits. One important proviso, however: Remember that in some cases, the benefits that are anticipated from a completed project may not occur immediately, but over time. For example, if our goal in constructing a housing development is to return a high profit to our company, it may be necessary to wait several months or even years, until all lots and houses have been sold, before evaluating whether the goal has been achieved. Thus, we must always try to maintain a balance between assessments of immediate benefits and those that may accrue over time.

The goal in requiring a final project report is to lay the groundwork for successful future projects. Although the final report is used to reflect on what went right and what went wrong with the current project, it is fundamentally a forward-looking document used to improve organizational processes in order to make future projects more effective, project activities more productive, and project personnel more knowledgeable.

Learning organizations are keen to apply the important lessons learned from experience. As one senior project manager has explained, "It is the difference between a manager with 10 years' experience, and one with one year's experience 10 times!" The more we can apply the important lessons from past projects through activities such as final reports, the greater the likelihood that our project managers will evolve into knowledgeable professionals, as opposed to simply repeating the same mistakes over and over—the classic definition of a manager with "one year's experience 10 times."

Conclusion

[illegible] project [illegible] suggested that the degree to which [illegible] team makes a systematic and planned effort to close out a project affects whether the termination will be done efficiently and with minimal wasted effort or loss of time. In the case of projects that are naturally terminated through being completed, the steps in termination can be thought out in advance and pursued in an orderly fashion. Even in cases of premature termination, where [illegible] sooner, early termination, the closeout process may be shorter and more ad hoc, that is, it may be done in a less-than-systematic manner.

This chapter has highlighted the processes of both natural and unnatural project terminations. One of the greatest challenges facing project teams during termination is maintaining the energy and motivation to make the final "kick to the finish line." It is natural to start looking around for the next project challenge once a project is moving toward its inevitable conclusion. Our challenge as project managers is, first, to recognize that it is natural for team members to lose their enthusiasm and, second, to plan the steps needed to close out the project in the most effective way. When the project's termination is treated as a project, it signals that we are intent on having our projects end not with a negative whimper, but with a positive bang.

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Summary

14.1 ***Distinguish among the four main forms of project termination.*** We identified four ways in which projects get terminated; (a) extinction, (b) addition, (c) integration, and (d) starvation. Termination by extinction refers to projects in which all activity ends without extending the project in any way, usually as the result of a successful completion or the decision to end the project early. Termination by addition implies bringing the project into the organization as a separate, ongoing entity. Termination by integration is the process of bringing the project activities into the organization and distributing them among existing functions. Finally, termination by starvation involves cutting a project's budget sufficiently to stop progress without actually killing the project.

14.2 ***Recognize the seven key steps in formal project closeout.*** The seven steps of the formal project closeout are:
- Finishing the work
- Handing over the project
- Gaining acceptance for the project
- Harvesting the benefits
- Reviewing how it all went
- Putting it all to bed
- Disbanding the team

14.3 ***Understand key reasons for early termination of projects.*** A project may become a candidate for early termination for several reasons, including the recognition of significant changes in the following critical factors: (a) static factors, (b) task-team factors, (c) sponsorship, (d) economics, (e) environment, and (f) user requirements. Research has determined several early warning signs of pending problems with projects that can signal fatal errors or irrecoverable problems. This chapter also examined some of the decision rules that allow us to make reasonable choices about whether to cancel an ongoing project. Specifically, we may choose to terminate ongoing projects when:
- Costs exceed business benefits.
- The project no longer meets strategic fit criteria.
- Deadlines continue to be missed.
- Technology evolves beyond the project's scope.

14.4 ***Know the challenges and components of a final project report.*** The components of the final project report include evaluations of project performance, administrative performance, organizational structure, team performance, techniques of project management, and benefits of the project to the organization and the customer. Two challenges are involved in developing effective final reports: first, being willing to take a candid and honest look at how the project progressed, highlighting both its strengths and weaknesses, and second, developing reports in such a manner that they contain a combination of descriptive analysis and prescriptive material for future projects. The goal in requiring a final project report is to lay the groundwork for successful future projects. Although the final report is used to reflect on what went right and wrong with the current project, it is fundamentally a forward-looking document used to improve organizational processes to make future projects more effective, project activities more productive, and project personnel more knowledgeable.

Key Terms

Arbitration *(p.512)*
Build, Own, Operate, and Transfer (BOOT) *(p.501)*
Early termination *(p.505)*
Natural termination *(p.497)*
Private Finance Initiatives (PFI) *(p.501)*
Termination by extinction *(p.498)*
Termination by integration *(p.499)*
Termination by perpetuation *(p.497)*

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Discussion Questions

14.1 Why is the decision to terminate a project often as much an emotional one as an intellectual one?

14.2 Comment on the different methods for project termination. How have you seen an example of one of these methods, through either your school or work experience?

14.3 Why do so many projects end up terminated as a result of termination through starvation? Discuss the role of ego, power, and politics in this form of project termination.

14.4 Refer back to Chapter 2. How does the concept of escalation of commitment factor into decisions of whether to terminate projects?

14.5 Consider the case of the Navy's Littoral Combat Ship in Case Study 14.3. Take the position that terminating this project after having invested so much in research and development represented a good or bad decision by the Navy. Argue your case.

14.6 Of the seven elements in project closeout management, which do you view as being most important? Why?

14.7 What are four principles of effective postproject reviews?

14.8 What are some of the reasons why objective project evaluation may be difficult to achieve?

14.9 Why do lessons learned programs often fail to capture meaningful information that could help guide future projects?

14.10 Comment on the following statement: "In deciding whether or not to kill a project, it is critical to continually monitor the environment for signs it may no longer be viable."

14.11 Refer to the Project Management Research in Brief box in this chapter. In your opinion, why is it so difficult to bring IT projects to successful completion? In other words, identify some reasons why the cancellation rate for IT projects is 40%.

14.12 Imagine you are a team member on a project that has missed deadlines, has not produced the hoped-for technological results, and has been a source of problems between your team and the customer. You have just been informed that the project is being canceled. In what ways is this good news? How would you view it as bad news?

CASE STUDY 14.1

New Jersey Kills Hudson River Tunnel Project

When dignitaries broke ground on the Access to the Region's Core (ARC) project in northern New Jersey in 2009, it was supposed to be a celebration to signal the start of a bright new future. Creating a commuter rail tunnel under the Hudson River was not a particularly new or difficult idea, but it was viewed as a critical need. The project was first proposed in 1995, and every New Jersey governor after that time had publicly supported the need for the tunnel. The reasons were compelling: The entire commuter rail system connecting New York and New Jersey was supported by only one congested 100-year-old, two-track railroad tunnel into overcrowded Penn Station in midtown Manhattan; both tracks had reached capacity and could no longer accommodate growth. Passengers were making more than 500,000 trips through Penn Station every day, with station congestion and overcrowding the norm. The project was especially critical for New Jersey residents because their commuter ridership to New York had more than quadrupled in the past 20 years from 10 million annual trips to more than 46 million annual passenger trips. In the peak hours, the New Jersey Transit Authority operated 20 of the 23 trains heading into or out of New York. Building the ARC would double the number of commuter trains [illegible] morning at rush hour.

In the face of such congestion and perceived need, [illegible] project [illegible] included the following:

- Two new tracks under the Hudson River and the New Jersey Palisades
- A new six-track passenger station, to be known as "New York Pennsylvania Station Extension" (NYPSE) under 34th Street, with passenger connection to Penn Station
- A new rail loop near the Lautenberg Secaucus Junction station to allow two northern New Jersey line trains access to New York City
- A midday rail storage yard in Kearny, New Jersey

Proponents also argued the environmental advantages of the project, noting that the ARC project would eliminate 30,000 daily personal automobile trips, taking 22,000 cars off the roads and resulting in 600,000 fewer daily vehicle miles traveled. The project was expected to thus reduce greenhouse gas emissions by nearly 66,000 tons each year.

The ARC project was anticipated to take eight years to complete, coming into service in 2017. The cost of the project was significant, as the Federal Transit Administration (FTA) reported the project cost as $8.7 billion in their *Annual Report*. To share the burden of the project costs, the funding as originally proposed included the following sources:

- Federal government: $4.5 billion
- Port Authority of New York and New Jersey: $3.0 billion
- New Jersey Turnpike Authority: $1.25 billion

A final important feature of the funding plan limited the exposure of the federal government for any project overruns, meaning that the government was locked into its original commitment amount only. Any cost overruns or project slippages would have to be covered exclusively by the state of New Jersey.

The contracts for various parts of the project began to be awarded following competitive bidding in June 2009, and the first tunneling contract was awarded in May 2010. Within little more than three months, rumbles began coming from the New Jersey governor's office regarding the viability of the project. Governor Chris Christie ran and was elected on the promise of reining in what many viewed as out-of-control spending by the state's legislature, coupled with some of the highest property and business taxes in the country. As a self-[illegible] fiscal conservative, Governor Christie [illegible] ect. Worse, all projections for completion of the project pointed to a much higher final price tag than the origi-[illegible] estimate.

[illegible] Governor Christie ordered a temporary halt in awarding new contracts for the project until his office had a chance to study project cost projections more thoroughly. This issue was highlighted when U.S. Transportation Secretary Ray LaHood, though a supporter of the tunnel, publicly admitted that federal estimates showed the project could go between $1 billion and $4 billion over budget. Christie suspected that even those estimates might be low, putting his state on the hook for a potentially huge new debt at a time when the economy was sour and the state was already desperately seeking means to trim runaway spending. As additional evidence of highly suspect initial cost estimates, Christie's supporters pointed to the recently completed "Big Dig" project in Boston, which started with an initial price tag of $2.5 billion and ultimately ended up costing well over $14 billion to complete.

Governor Christie first canceled the contract on October 7, 2010, citing cost overruns for which he said the state had no way to pay. The following day, he agreed to temporarily suspend his cancellation order so that he could try to resolve the funding dilemma

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with federal transportation officials and other project stakeholders. After taking a two-week period to analyze all their options, the governor made the cancellation official. Christie said that given the impact of the recession and the probability of continuing cost overruns, the state could no longer afford the tunnel's escalating costs. More than a half-billion dollars had already been spent on construction, engineering, and land acquisition for a project that was budgeted at $8.7 billion, but which the governor said could go as high as $14 billion. "The only prudent move is to end this project," Governor Christie said at a Trenton news conference. "I can't put taxpayers on a never-ending hook."[32]

Questions

1. How would you respond to the argument that it is impossible to judge how successful a project like this one would have been unless you actually do it?
2. Take a position, either pro or con, on Christie's decision to kill the ARC. Develop arguments to support your point of view.
3. In your opinion, how clearly must a large infrastructure project like ARC have determined its need, costs, and so forth before being approved? If the criteria are too stringent, what is the implication for future projects of this type? Would any ever be built?

CASE STUDY 14.2

The Project That Wouldn't Die

Ben walked into his boss's office Tuesday morning in a foul mood. Without wasting any time on pleasantries, he confronted Alice. "How on earth did I get roped into [illegible] project? What am I supposed to do? [illegible] Alice had been expecting such a reaction and sat back a moment to collect her thoughts on how to proceed.

[illegible] a minor [illegible] practices 20 months earlier, the project never seemed to get anything accomplished, was not taken seriously within the company, and had yet to make one concrete proposal for improving working practices. In fact, as far as Ben and many other members of the company were concerned, it appeared to be a complete waste of time. And now here Ben was, assigned to join the project!

Ben continued, "Alice, you know this assignment is misusing my abilities. Nothing has come from Regency; in fact, I'd love to know how top management, who are usually so cost conscious, have allowed this project to continue. I mean, the thing just won't die!"

Alice laughed. "Ben, the answer to your question can be easily found. Have you bothered taking a look at any of the early work coming out of Regency during its first three months?" When Ben shook his head, she continued, "The early Statement of Work and other scope development was overseen by Harry Shapiro. He was the original project manager for Regency."

All of a sudden, light dawned on Ben. "Harry Shapiro? You mean Vice President Harry Shapiro?"

"That's right. Harry was promoted to the VP job just over a year ago. Prior to that, he was responsible for getting Regency off the ground. Think about it—do you [illegible] would [illegible] it be [illegible] a year later?"

Ben groaned, "Great, so I'm getting roped into serving on Harry's pet project! What am I supposed to [illegible] offered [illegible] book. Look, my best advice is to go into it with good intentions and try to do your best. I've seen the budget for Regency, and top management has been trimming their support for it. That means they must recognize the project isn't going well. They just don't want to kill it outright."

"Remember," Alice continued, "the project may not die because Harry's so committed to it, but that also means it has high visibility for him. Do a good job and you may get noticed. Then your next assignment is bound to be better." Alice laughed. "Heck, it can't be much worse!"

Questions

1. What termination method does it appear the company is using with the Regency Project?
2. What are the problems with motivation when project team members perceive that a project is earmarked for termination?
3. Why would you suspect Harry Shapiro has a role in keeping the project alive?

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CASE STUDY 14.3

The Navy Struggles to Avoid Cancellation of its Littoral Combat Ship Program

It was supposed to be the newest and most effective class of ships in the U.S. Navy's arsenal. The Littoral Combat Ship (LCS) was originally proposed as early as 2004 and designed to handle a new set of challenges that the 21st century Navy expected to face. Operating in hostile shallow water close offshore (in what is referred to as the littoral environment), the LCS was intended to serve as a new class of small support ships that are heavily armed, fast, and flexible enough to handle a wide variety of combat assignments. The goal was to emphasize simplicity of design, advances in electronics and robotics, and reconfigurable and upgradable weapons systems to create a ship that would become the backbone of the modern Navy. The original program was expected to cost upward of $35 billion and develop 52 ships in the coming decades.

When the Navy placed their first orders, they deliberately created a competition between two designs offered by competing firms: the 380-foot, 3,500-ton *Freedom* class built by Lockheed-Martin and the 420-foot, 3,100-ton *Independence* class ship, designed by General Dynamics and built at Australian shipyards by its partner, Austal. The assumption was that after both designs were built and tested against each other, the Navy would [illegible] find the LCS development program to support construction of the ships, which would replace aging frig[illegible]

original conception, the LCS program has changed its acquisition plan four times and canceled contracts with both competing firms, leading to renegotiations and mounting program delays. In fact, the original plan to force competition between the two contractors has evolved into a program that is ordering multiple copies of each variant—simplicity of design is giving way to keeping defense contractors (and their Congressional supporters) happy.

Since the first ship was ordered by the Navy in 2004, a total of 13 Littoral Combat Ships have been launched, evenly divided between General Dynamics and Lockheed-Martin variants. As of 2016, an additional 13 contracts had been awarded to bring the total up to 26 scheduled for construction and commissioning. In spite of the original plan to develop 56 ships of the LCS design, political pressure—coupled with engineering failures and spiraling price tags—is causing Congress to take a harder look at the program. Consider some of the more recent problems with just the engine/propulsion systems in the current fleet of 13 ships:

- In September 2015, the *USS Montgomery* (LCS 8), suffered two engineering failures in the course of just 24 hours of operations. First, says the Navy, a [illegible] in the cooling system. Later that day, Montgomery experienced a casualty to one of its gas turbine engines."

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FIGURE 14.3 U.S. Navy's Littoral Combat Ship
Source: Daniel M. Young/U.S. Navy/REX/Shutterstock

- The *USS Milwaukee* (LCS 5) experienced an engine clutch failure in December 2015.
- The *USS Forth Worth* (LCS 3) suffered $23 million in damage to both diesel engines in January 2016.
- The *USS Freedom* (LCS 1) had a seawater leak in July 2016 that led to the replacement of one of its diesel engines.
- The *USS Coronado* (LCS 4) suffered an "engineering casualty" that resulted in an early return to base from its first deployment in the summer of 2016.

This litany of engineering failures on the ships in service led to an "engineering stand down," ordered by Admiral Rowden, the Navy's surface warfare commander. The stand down was intended to give the technicians and ships' crews a chance to review, test, and evaluate equipment.

Sadly, it is debatable whether the Navy truly learned the hard lessons from earlier cost overruns and design errors with other canceled ship programs in developing the Littoral Combat Ship (LCS). For example, even with initial cost overruns corrected, the LCS class is estimated to cost $400 million per ship. However, critics charge that the Navy continues to cram too much cutting-edge and unproven technology into the ships, without a clear sense of the mission they were designed to undertake. These variants of the basic design and configuration can lead other ships in the class to have price tags [illegible] design that relies on aluminum for much of the construction. Aluminum, while light-weight to allow the ships to reach faster speeds, conducts heat, melts easily, and [illegible] U.S. Navy ships to major damage in battle. There is also concern that the smaller size and higher automation of the ship allows for a small crew of 50 to operate it, which can lead to burnout and personnel exhaustion in combat situations. In short, there are not enough redundant human resources on board the ship to support sustained action.

The arguments against the ship continue to mount. Because the LCS is small and fragile, critics have contended that even the Navy's own assessment admits that placing these craft in harm's way will invite severe problems, with one report concluding, "LCS is not expected to be survivable in a hostile combat environment . . . ." Finally, the decision to continue making hull and weapon modifications to the ship, even as the first of the class are in production, leads to concern about the stability of the program. Will the missions the latter ships are capable of performing even resemble the role designed for them today? In spite of original building targets, current plans are still being debated on where to limit production. Some argue that at most, 32 ships should be built, while senior Congressmen have been loudly demanding that no more than 24 be produced. Over budget, with a too-complicated design and uncertain mission capabilities, it appears that the LCS is in danger of becoming a ship designed with too many roles in mind, leading to its not being particularly good at adequately performing any one of them.[33]

Questions

1. The U.S. Department of Defense has a long history of sponsoring projects that have questionable usefulness. If you were assigned as a member of a project review team for a defense project, what criteria would you insist such a project have in order to be supported? In other words, what [illegible] project?
2. Why, in your opinion, is there such a long history of defense projects overshooting their budgets or [illegible] time criteria for performance metrics? (For [illegible] assessment, make sure to consider a wide variety of criteria, from Congressional support to changing political realities.)
3. Google "criticisms of the Littoral Combat Ship" and identify some of the problems that critics have listed. In light of these problems, why do you think the Navy has pressed ahead with the development of the LCS?

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Internet Exercises

14.13 Search the Internet for links to the Boston Tunnel, "The Big Dig"; the Channel Tunnel, "The Chunnel"; and London's Millennium Dome. Why do you think these projects were supported to their conclusion in spite of their poor cost performance? What would it take to kill a high-visibility project such as these?

14.14 Go to https://hbr.org/2003/02/why-bad-projects-are-so-hard-to-kill and read the perspective on the difficulty in killing bad projects. What are some of the critical stories or pieces of advice offered by the blog writer and those commenting on his suggestions? How do corporate politics play a role in the continuation of poorly conceived projects? Which of these arguments makes the most sense to you? Why?

14.15 Go to http://cs.unc.edu/~welch/class/comp145/media/docs/Boehm_Term_NE_Fail.pdf and read the

article "Project Termination Doesn't Equal Project Failure" by Barry Boehm. Summarize his main arguments. What does he cite as the top 10 reasons for project failure?

14.16 Go to www.pmhut.com/wp-content/uploads/2008/03/project-closeout-document.pdf. Critique the content of this closeout form. What information would you suggest adding to the form to make it a more comprehensive closeout document?

14.17 Go to a search engine (Google, Yahoo!, Ask, etc.) and enter the term "project failure" or "project disaster." Select one example and develop an analysis of the project. Was the project terminated or not? If not, why, in your opinion, was it allowed to continue?

PMP CERTIFICATION SAMPLE QUESTIONS

14.18 When does a project close?
- a. When a project is canceled
- b. When a project runs out of money
- c. When a project is successfully completed
- d. All the above are correct answers

14.19 You have just completed your project and have to confront the final activities your company requires when putting a project to bed. Which of the following activities is *not* expected to be part of the project closeout?
- a. Lessons learned
- b. Project archives
- c. Release of resources
- d. Supplier verification

14.20 Your project is nearing completion. At your request, members of your project team are grouping together critical project documentation, including contracts and financial records, [illegible] and configuration management [illegible] PMP [illegible] process involves the creation of which of the following?
- a. Archives
- b. Lessons learned
- c. Closeout checklist
- d. Sign documents

14.21 The execution phase of the IT project has just finished. The goals of this project were to update order-entry systems for your company's shipping department. Which of the following is the next step in the process of completing the project?
- a. Gaining acceptance or the project by your shipping department
- b. Finishing the work
- c. Closing the contract
- d. Releasing the resources

14.22 The team has just completed work on the project. By all accounts, this was a difficult project from the beginning and the results bear this out. You were over budget by 20% and significantly behind your schedule. Morale became progressively worse in the face of the numerous challenges. At the close of the project, you decide to hold an informal meeting with the team to discuss the problems and identify their sources, all with the goal of trying to prevent something like this from happening again. This process is known as what?
- a. Closing the project
- b. Procurement audit
- c. Lessons learned
- d. Early termination

14.23 During project closeout, you are required to attend to activities related to all the following except:
- a. Conducting post-project review
- b. Obtain acceptance by the customer or sponsor to formally close the project
- c. Document lessons learned
- d. All are required activities for closeout

14.24 During project closeout, you are required to attend to all these additional activities except:
- a. Apply appropriate updates to all organizational processes
- b. Archive relevant project documentation
- c. Retain project resources into the foreseeable future as a precaution
- d. Close out procurement activities

14.25 The Closing Process Group in PMBoK refers to:
- a. Processes performed to finalize all activities to formally close the project or phase
- b. Processes performed to complete the work defined in the project management plan
- c. Processes required to track, review, and regulate the progress and performance of the project
- d. Processes performed to define a new project or new phase of an existing project

14.26 Which of the following is a critical document to prepare during the closeout phase?
- a. [illegible]
- b. [illegible]
- c. Control charts
- d. Integrated communications plan

14.27 You have completed a transportation hub project for a [illegible] from your [illegible] satisfied with the manner with which your organization managed his project. The project has been delayed for several reasons—mostly due to the client's repeated change requests and unexpected adverse weather conditions—that have led to a final close-out that was six months delayed past the original plan. Because of these delays, the customer's organization was unable to market a series of scenic summer bus tours through the wine region of the Napa Valley in time for the summer season. He plans to make a claim based on what he considers a commercial obligation on your part to compensate him for this lost business opportunity. What type of claim is he likely to make?
- a. A default claim
- b. An ex-gratia claim
- c. A liquidated damages claim
- d. A punitive claim

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Answers

14.18. d—All are reasons why a project will close.
14.19. d—Supplier verification is a process that must occur early in the project to ensure that deliveries will arrive when needed and are of sufficient quality.
14.20. a—The collection of relevant project documentation is known as archiving.
14.21. b—The start of the final phase of a project usually involves completing all final tasks.
14.22. c—A lessons learned meeting is intended to critically evaluate what went well and what went poorly on a project to promote good practices and prevent poor ones on future projects.
14.23. d—All the activities indicated are required for project closeout.
14.24. c—You will be expected to release project resources at the time of closeout.
14.25. a—The Close Group Process includes the processes to finalize all activities to formally close the project or phase.
14.26. b—The lessons learned documentation is critical for project closeout.
14.27. b—The customer is threatening to make an ex-gratia claim due to his argument that even without a contract for it, you had an obligation to compensate him for commercial losses.

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Appendix 14.1

Sample Pages from Project Sign-off Document

Chair: The meeting chair is either the Project Manager or some other person instructed by the project manager.

Discipline	Attendee	Comment/Approval Signature
Engineering		
Manufacturing		
Product & Tech Develop.		
Quality & Safety		
Finance		
Marketing		
Additional Attendees		
Procurement		
Legal		

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DETERMINATION

The Chair is to sign the appropriate box and insert the expenditure limit.

APPROVAL LEVEL	
a. Proceed to next phase	
b. Proceed with actions to next phase	
c. Stop until designated actions have been completed	
d. No further work	
FINANCIAL LIMITS	
Approved expenditure limit for next phase	$

ADDITIONAL NOTES/COMMENTS/SUMMARY

Actions Arising

This action sheet should be used to document actions required by the review and conditions of approval. The project team is responsible for completing all actions by the due date. The named individual will be responsible for the review on or before the due date if the action has been completed. The project will proceed at risk until all actions are completed and accepted.

FIGURE 14.4 **Sample Pages from Project Sign-Off Document**

Action No.	Action Description	Date Due	Person Responsible	Accepted/ Signature

Project Management Confidence	Yes	No	Comments/Reference
Required Reviews			
Have all actions from the project review been cleared?			
Has an implementation sign-off review been held?			**Ref:**
Have all actions from the implementation sign-off review been cleared?			
Lessons Learned			
Have lessons learned from project been recorded and archived? (Indicate storage locations and who may access these records.)			
Have action plans been prepared for follow-up on projects?			
Project Specifications			
Have project specifications been collected and reported since the last review?			
Project Plan			
Has the Project Plan been updated and issued?			**Ref:**
Have all planned key customer milestones been achieved since the last review?			
Have all planned key internal milestones been achieved since the last review?			
Project Resources			
Have all planned resources been released into and out of the project on schedule?			
Have all comparisons of planned versus actual resource usage been carried out and relevant departmental metrics updated?			
Project Costs			
Has the project met its cost targets?			
Project Risk Assessment			
Is updated risk assessment available?			
Project General			
Has the team carried out a review of the entire project?			**Ref:**
Has it been confirmed that the customer has received all agreed-upon deliverables, including documents, mock-ups, etc.?			
Has the project closure report been prepared?			
Are there any follow-up projects that need to be initiated?			
Have all project accounts been closed?			

FIGURE 14.4 Continued

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Business Confidence	Yes	No	Comments/Reference
Business Case			
Is the current product cost acceptable?			Ref:
Are the assumptions of the product life cycle and their effect on product cost still valid?			
Have customer schedule adherence targets been met?			
Has the commercial performance matched the financial criteria in the initial business case?			Ref:
Has the business model been updated?			
Are the other financial measures (including IRR and NPV) still acceptable?			
Are follow-up projects still viable under this business case model?			

Market and Sales Confidence	Yes	No	Comments/Reference
Pricing Policy			
Is the pricing policy for original equipment and spares still valid?			
Sales Forecast—Confidence			
Have all sales schedules, including customer support group schedules, been agreed on?			
Customer Feedback			
Has customer feedback been received on project performance?			
Have action plans been created to identify opportunities for improvement based on customer feedback?			

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Product Quality Confidence	Yes	No	Comments/Reference
Design			
Have the design changes since previous reviews been listed?			
Have all design change requests (DCRs) been implemented?			
Are all engineering design review actions complete?			Ref:
Is the certification of project performance up-to-date and approved?			Ref:
Has the design process been reviewed and any lessons learned been highlighted?			
Have the lessons learned been summarized and entered in the database?			

FIGURE 14.4 Continued

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APPENDIX A

The Cumulative Standard Normal Distribution

z	.00	.01	.02	.03	.04	.05	.06	.07	.08	.09
0.0	.5000	.5040	.5080	.5120	.5160	.5199	.5239	.5279	.5319	.5359
0.1	.5398	.5438	.5478	.5517	.5557	.5596	.5636	.5675	.5714	.5753
0.2	.5793	.5832	.5871	.5910	.5948	.5987	.6026	.6064	.6103	.6141
0.3	.6179	.6217	.6255	.6293	.6331	.6368	.6406	.6443	.6480	.6517
0.4	.6554	.6591	.6628	.6664	.6700	.6736	.6772	.6808	.6844	.6879
0.5	.6915	.6950	.6985	.7019	.7054	.7088	.7123	.7157	.7190	.7224
0.6	.7257	.7291	.7324	.7357	.7389	.7422	.7454	.7486	.7518	.7549
0.7	.7580	.7612	.7642	.7673	.7704	.7734	.7764	.7794	.7823	.7852
0.8	.7881	.7910	.7939	.7967	.7995	.8023	.8051	.8078	.8106	.8133
0.9	.8159	.8186	.8212	.8238	.8264	.8289	.8315	.8340	.8365	.8389
1.0	.8413	.8438	.8461	.8485	.8508	.8531	.8554	.8577	.8599	.8621
1.1	.8643	.8665	.8686	.8708	.8729	.8749	.8770	.8790	.8810	.8830
1.2	.8849	.8869	.8888	.8907	.8925	.8944	.8962	.8980	.8997	.9015
1.3	.9032	.9089	.9066	.9082	.9099	.9115	.9131	.9147	.9162	.9177
1.4	.9192	.9207	.9222	.9236	.9251	.9265	.9279	.9292	.9306	.9319
1.5	.9332	.9345	.9357	.9370	.9382	.9394	.9406	.9418	.9429	.9441
1.6	.9452	.9463	.9474	.9484	.9495	.9505	.9515	.9525	.9535	.9545
1.7	.9554	.9564	.9573	.9582	.9591	.9599	.9608	.9616	.9625	.9633
1.8	.9641	.9649	.9656	.9664	.9671	.9678	.9686	.9693	.9699	.9706
1.9	.9713	.9719	.9726	.9732	.9738	.9744	.9750	.9756	.9761	.9767
2.0	.9772	.9778	.9783	.9788	.9793	.9798	.9803	.9808	.9813	.9817
2.1	.9821	.9826	.9830	.9834	.9838	.9842	.9846	.9850	.9854	.9857
2.2	.9861	.9864	.9868	.9871	.9875	.9878	.9881	.9884	.9887	.9890
2.3	.9893	.9896	.9898	.9901	.9904	.9906	.9909	.9911	.9913	.9916
2.4	.9918	.9920	.9922	.9925	.9927	.9929	.9931	.9932	.9934	.9936
2.5	.9938	.9940	.9941	.9943	.9945	.9946	.9948	.9949	.9951	.9952
2.6	.9953	.9955	.9956	.9957	.9959	.9960	.9961	.9962	.9963	.9964
2.7	.9965	.9966	.9967	.9968	.9969	.9970	.9971	.9972	.9973	.9974
2.8	.9974	.9975	.9976	.9977	.9977	.9978	.9979	.9979	.9980	.9981
2.9	.9981	.9982	.9982	.9983	.9984	.9984	.9985	.9985	.9986	.9986
3.0	.99865	.99869	.99874	.99878	.99882	.99886	.99889	.99893	.99897	.99900
3.1	.99903	.99906	.99910	.99913	.99916	.99918	.99921	.99924	.99926	.99929
3.2	.99931	.99934	.99936	.99938	.99940	.99942	.99944	.99946	.99948	.99950
3.3	.99952	.99953	.99955	.99957	.99958	.99960	.99961	.99962	.99964	.99965
3.4	.99966	.99968	.99969	.99970	.99971	.99972	.99973	.99974	.99975	.99976
3.5	.99977	.99978	.99978	.99979	.99980	.99981	.99981	.99982	.99983	.99983
3.6	.99984	.99985	.99985	.99986	.99986	.99987	.99987	.99988	.99988	.99989
3.7	.99989	.99990	.99990	.99990	.99991	.99991	.99992	.99992	.99992	.99992
3.8	.99993	.99993	.99993	.99994	.99994	.99994	.99994	.99995	.99995	.99995
3.9	.99995	.99995	.99996	.99996	.99996	.99996	.99996	.99996	.99997	.99997

Entry represents area under the cumulative standardized normal distribution from $-\infty$ to z.

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APPENDIX B

Tutorial for MS Project 2016

EXERCISE A: CONSTRUCTING THE NETWORK: SITE PREPARATION PROJECT

Task	Title	Predecessors	Duration
A	Contract Approval	—	5
B	Site Survey	A	5
C	Permit Application	A	4
D	Grading	B, C	5
E	Sewer Lines	B	7
F	Base Paving	D	3
G	City Approval	C, F	6
H	Final Paving	E, G	8

Using the previous information, complete the following tasks:

1. Construct this network using MS Project 2016.
2. Identify the critical path. How long will this project take?
3. Assign and level resources.
4. Suppose Rose is responsible for Activities B and C. Are there any resource conflicts? How do we know?
5. Show the same project with a Gantt chart and a network diagram.

1. CONSTRUCT THIS NETWORK USING MS PROJECT 2016

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To create a new activity, the task name must be inputted first. Then enter the duration of the task. Name and list the activities and their respective durations. Figure A.1 shows a partially completed network with task names and their respective durations. Note that not all durations have been completed. Further, note that at this point all the activities are shown as starting immediately. [illegible] not yet been entered. [illegible] the project. To enter the activities' predecessors, click on Task B, Site Survey. This will open a new dialogue box in the window, as seen in Figure A.2.

Note that one of the tabs in this dialogue box is labeled "Predecessors." Click on this tab to open a second dialogue box. Then click on the first line under "Task Name" and the list of all activities will come up. Click on the "Contract Approval," activity, as shown in Figure A.3.

Finally, click out of the dialogue box and observe what has happened to the Gantt chart: a precedence arrow has been added from Activity A to Activity B (see Figure A.4). "Start" and "Finish" dates have been automatically created, based on the date the chart was created.

To complete the chart, double-click on each activity and assign its predecessors in the dialogue window. When you have finished, the Gantt chart should look like that shown in Figure A.5.

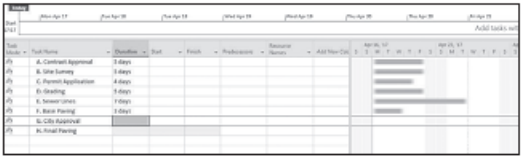


FIGURE A.1 Entering Project Information

Source: MS Project 2016, Microsoft Corporation

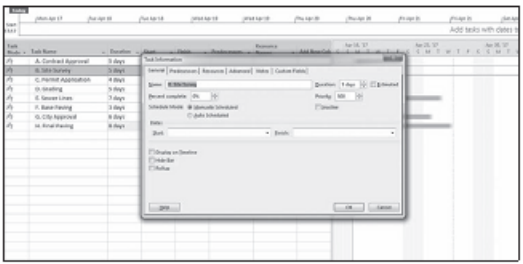
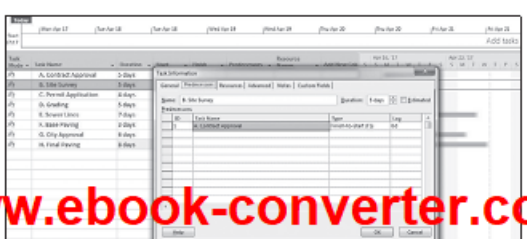


FIGURE A.2 Assigning Predecessor Relationships

Source: MS Project 2016, Microsoft Corporation



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FIGURE A.3 Selecting Predecessors

Source: MS Project 2016, Microsoft Corporation

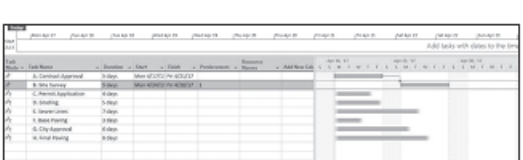


FIGURE A.4 Predecessor Arrow Added

Source: MS Project 2016, Microsoft Corporation

2. IDENTIFY THE CRITICAL PATH. HOW LONG WILL THIS PROJECT TAKE?

How do you determine which are the critical tasks; that is, what does the project's critical path look like? To find this information, click on the "Format" tab at the top of the screen and then check the box that says, "Critical Tasks" beneath it. Immediately, all the critical activities will be highlighted in red (see Figure A.6). The critical path follows the activity path A – B – D – F – G – H



FIGURE A.5 **Predecessor Arrows Completed**

Source: MS Project 2016, Microsoft Corporation



FIGURE A.6 **Critical Path and Project Duration Identified**

Note: In the predecessor column, all activities are assigned a number corresponding to their row in the left-most column. Thus, 'Contract Approval' is assigned the number '2'

Source: MS Project 2016, Microsoft Corporation

and results in a duration of 32 days (or April 17 through April 30, using the calendar and allowing for weekends off).

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3. ASSIGN RESOURCES TO THE PROJECT

We then can add resources to the project based on the following information:

Activity	Resource Name Assigned
A	Todd
B	Rose
C	Rose
D	Mike
E	Josh
F	Todd
G	Mary
H	Todd

Click on the "Resource" tab and then click on "Assign Resources." This will open a new window for entering all the resource names for the project. Once the name "Todd" has been assigned to Activity A, the screen should look like Figure A.7.

Continue assigning resources to the project activities from the people identified in the "Assign Resources" box. The completed resource assignment will look like Figure A.8.

4. SUPPOSE ROSE IS RESPONSIBLE FOR ACTIVITIES B AND C. ARE THERE ANY RESOURCE CONFLICTS? HOW DO WE KNOW?

Will assigning Rose to Activities B and C cause a resource conflict? To determine this information, look at the Gantt chart constructed in Figure A.9 and note the human figures in the information column at the left. This is a warning of resource conflict. Just by looking at the Gantt chart, you can



FIGURE A.7 **Assigning Resources**
Source: MS Project 2016, Microsoft Corporation

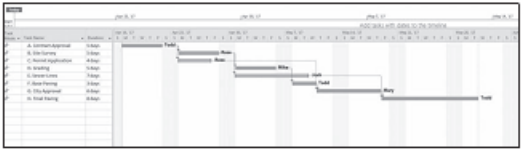


FIGURE A.8 **Resource Assignment Completed**
Source: MS Project 2016, Microsoft Corporation

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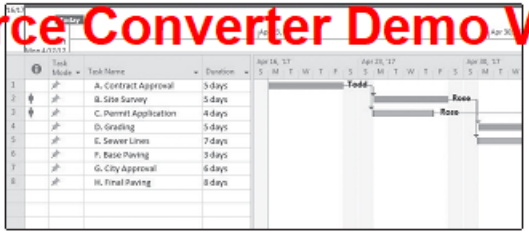


FIGURE A.9 **Resource Conflict Warning**
Source: MS Project 2016, Microsoft Corporation

see that assigning Rose to Activities B and C will be a problem because both activities are scheduled to begin at the same time. How do you resolve this conflict?

One option is to click on the "Resource" tab and highlight the two activities that are in conflict (B and C). Then, click the "Level Resource" option and a dialogue box will appear in which you can highlight the name of the resource conflict (Rose). Figure A.10 shows the screen with Rose's name highlighted. Click "Level Now" in the box.



FIGURE A.10 Leveling Resources

Source: MS Project 2016, Microsoft Corporation

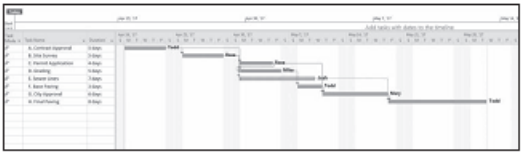


FIGURE A.11 Modified Project Schedule with Resource Leveling

Source: MS Project 2016, Microsoft Corporation

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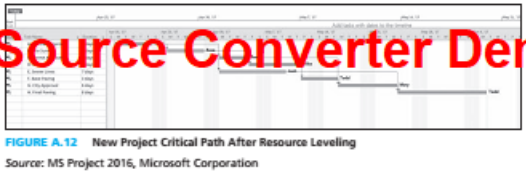


FIGURE A.12 New Project Critical Path After Resource Leveling

Source: MS Project 2016, Microsoft Corporation

Notice that the project schedule (Gantt chart shown in Figure A.11) has been modified as a result of the decision to level the resource. As the figure shows, the new precedence ordering for the activities moves Activity C into a sequential relationship with Activity D. The important question is, "What happens to the project's duration as a result of leveling the resources?" If we go to the Task tab, highlight Rose's tasks and click on "Auto Schedule," it shows that accommodating a sequential use of Rose for Tasks B and C will lead to other sequencing conflicts for Activities D, F, G, and H. Using the Auto Schedule function for each of these activities in turn (Figure A.12) shows a new project schedule with a completion date that has expanded by six days (to June 5).

5. SHOW THE SAME PROJECT WITH A GANTT CHART AND A NETWORK DIAGRAM

Finally, this project schedule can be shown as a network diagram rather than in a Gantt chart format. To do this, click on the "Task" tab on the far left and click on the "Gantt Chart View" option. From the pull-down menu, click on "Network Diagram" and the view shown in Figure A.13 will appear.



FIGURE A.13 Network Diagram

Source: MS Project 2016, Microsoft Corporation

EXERCISE B: ADDING DETAILS AND UPDATING THE NETWORK FOR AN ONGOING PROJECT

It is important to be able to make mid-project adjustments to a project schedule to reflect the latest information and update the schedule accordingly. Maintaining up-to-date MS Project plans allows you to generate the latest cost information, earned value or other status updates, and any additional reports that will help keep track of the ongoing project.

Consider the Site Preparation Project plan from Exercise A. We have created a resource-leveled schedule that will take 32 days to complete. For simplicity's sake, Mary has replaced Rose for Activity C (Permit Application) to omit the resource conflict from the first exercise (see Figure B.1). This reassignment does not change the network logic or the expected duration of the project; it merely removes the potential resource conflict from the first tutorial exercise.

More detailed information can be added to this project plan, including details about each activity (lag relationships, priority, activity hours, etc.), assignable costs of materials and equipment, and the hourly cost of each of the assigned resources. In the Resource tab, select "Details" to see the current list of resources for the project, including spaces for their standard and overtime rates, and other pertinent information. Assign the hourly costs for the resources at the following example rates:

Resource	Hourly Cost
Todd	$25/hour
Rose	$30/hour
Mike	$14/hour
Jack	$18/hour
Mary	$10/hour

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Click on "View" to see "Resource Sheet." Fill these values in on the resource sheet shown in Figure B.2.

The next step is to update the actual performance of the project. Suppose that we decide to update the project to the date May 9 on our schedule. The simplest way to do this is to click on the Project tab and the "Update Project" option. This will open a dialogue box requesting the date you wish to update the project to. Once we have set the date to May 9, you will see that several events occur (see Figure B.3). First, the program assumes that all tasks have been successfully completed to that point in time. In the far left column, check marks appear to indicate the completion of the first five activities (A–E). Furthermore, a solid bar is drawn through the middle of the activities completed, while a partial bar appears in Activity F (Base Paving) because this task is only 67% finished.

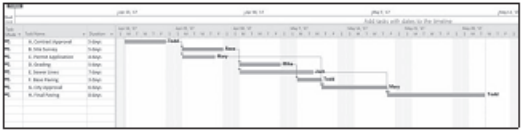
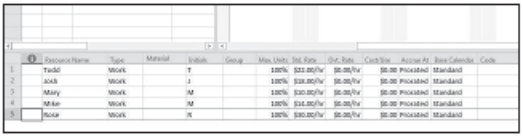


FIGURE B.1 Starting Conditions for Site Preparation Project

Source: MS Project 2016, Microsoft Corporation



	Resource Name	Type	Material	Initials	Group	Max. Units	Std. Rate	Ovt. Rate	Cost/Use	Accrue At	Base Calendar	Code
1	Todd	Work		T		100%	$22.00/hr	$0.00/hr	$0.00	Prorated	Standard	
2	Josh	Work		J		100%	$28.00/hr	$0.00/hr	$0.00	Prorated	Standard	
3	Mary	Work		M		100%	$30.00/hr	$0.00/hr	$0.00	Prorated	Standard	
4	Mike	Work		M		100%	$16.00/hr	$0.00/hr	$0.00	Prorated	Standard	
5	Nate	Work		N		100%	$30.00/hr	$0.00/hr	$0.00	Prorated	Standard	

FIGURE B.2 Resource Sheet

Source: MS Project 2016, Microsoft Corporation

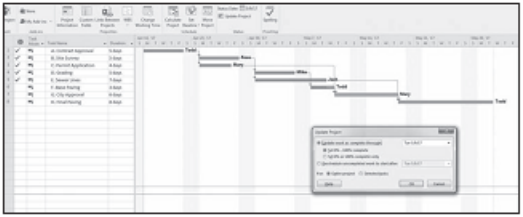


FIGURE B.3 Updating the Project to May 9

Source: MS Project 2016, Microsoft Corporation

We can also update the project on a task-by-task basis by clicking on the Task tab and then highlighting each task in order. We have the option of marking each as "Mark on Track," or we can manually click on the options to the left of "Mark on Track" and assign project completion rates of 0%, 25%, 50%, 75%, or 100%. Alternatively, we can double-click on the activity bar, or right-click on the activity bar and select "Update Task," to bring up the Update Task window. Here we can enter the actual start and finish dates, or the percentage complete, right on the Gantt chart by dragging the mouse to the right over the activity bar, to highlight the amount of work completed on the task. Doing so will identify the tasks as being complete through a specific date in the schedule.

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In addition, we can see other updated information, such as percent complete, remaining duration, and so forth. Finally, we can see what our actual costs are and project them to the end (remember that for this example, all project costs are understood to be resource costs; no additional costs of materials or machinery are included). We can access this information by clicking on the "Reports" tab. In the opened box, click on the "Dashboards" to pull up highly visual reports, such as a "Project Overview" or "Burndown." Figure B.4 shows the Overview, which lists the major details of the project as of May 9.

The project summary table highlights all the most important project information, including the scheduled project duration, the amount of scheduled work (in hours) both completed and remaining, and so forth.

Let us return to our example of the project's status on May, but with some different parameters this time. For example, suppose that the actual performance of the project tasks by May 9 were as follows:

Activity	Percentage Completed
A	100
B	100
C	75
D	40
E	40
F	0
G	0
H	0

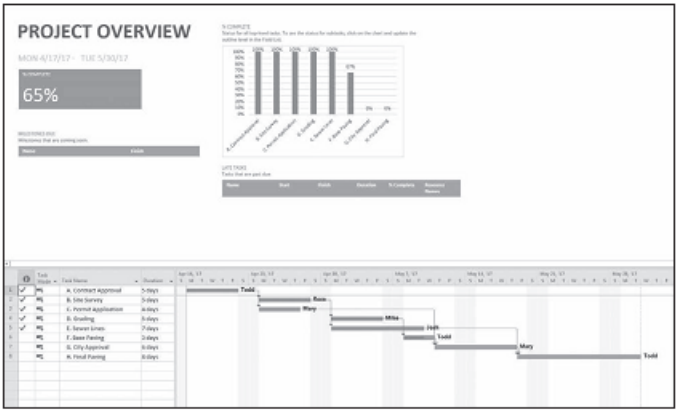


FIGURE B.4 Project Summary

Source: MS Project 2016, Microsoft Corporation

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We can update the progress of our project by taking the following steps: First, on the Task tab, click the arrow on "Details." This will show each activity, the amount of work assigned to complete it [illegible] see the visual overview of the updated status of the project.

In the "Data" group, click on "Tables" and then click on "Work." It is possible to update all project information, one task at a time, using the information shown in the preceding table. The resulting Task Sheet is shown in Figure B.5. Updated Gantt chart with percentage completed details is shown in Figure B.6.

The Task Sheet corresponds to an updated Gantt chart shown in Figure B.6. Note that because we specified the actual work completed, only Activities A and B are shown as having been completed. For the other ongoing activities, the task bars now show only partial completion.

As a last exercise, suppose we wished to determine the earned value for this project as of May 9 with the updated activity status information. There are some steps to create the necessary information for an earned value table. First, it is necessary to set the project baseline. This can be done by clicking the Project tab. In this tab, point to "Set Baseline" and click on this option. This establishes the overall project baseline. Then, in the Report tab, click "Costs," and then select the



FIGURE B.5 Reconfigured Task Sheet for May 9

Source: MS Project 2016, Microsoft Corporation

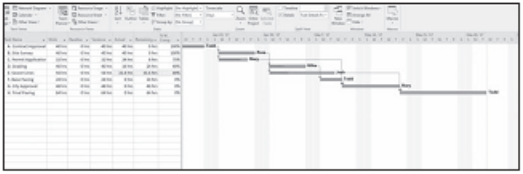
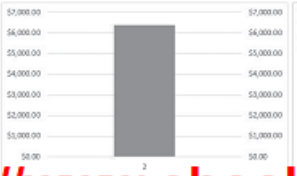


FIGURE B.6 Reconfigured Gantt Chart

Source: MS Project 2016, Microsoft Corporation

CASH FLOW

Actual Cost	Baseline Cost	Remaining Cost	Cost Variance
$2,947.20	$6,384.00	$3,436.80	$0.00



The chart shows the project's cumulative cost and the cost per quarter.
To see the costs for a different time period, select the Edit option from the Field List.

The table below shows cost information for all top-level tasks.
To see cost stats for all tasks, set the Outline Level in the Field List.

Name	Remaining Cost	Actual Cost	Cost	ACWP	BCWP	BCWS
A. Contract Approval	$0.00	$880.00	$880.00	$880.00	$880.00	$880.00
B. Survey	$0.00	$1,056.00	$1,056.00	$1,056.00	$1,056.00	$1,056.00
C. Permit Application	$80.00	$240.00	$320.00	$240.00	$240.00	$320.00
D. Grading	$336.00	$224.00	$560.00	$224.00	$224.00	$560.00
E. Sewer Lines	$604.80	$403.20	$1,008.00	$403.20	$403.20	$1,008.00
F. Base Paving	$528.00	$0.00	$528.00	$0.00	$0.00	$352.00
G. City Approval	$480.00	$0.00	$480.00	$0.00	$0.00	$0.00
H. Final Paving	$1,408.00	$0.00	$1,408.00	$0.00	$0.00	$0.00

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FIGURE B.7 Cash Flow Table

Source: MS Project 2016, Microsoft Corporation

"Cash Flow" option. This will show the breakdown of costs, including any variances, for each task (see Figure B.7). The Earned Value for the project can also be found on the Report tab and "Costs" option. Simply click "Earned Value" and the information becomes available in the earned value chart shown in Figure B.8. The chart in Figure B.8 also contains the Estimate at Completion (EAC), Earned Value (EV or BCWP), and Actual Cost (ACWP). As with the other tables and charts, this information can be continuously updated by adding more information on actual task performance throughout the life of the project.

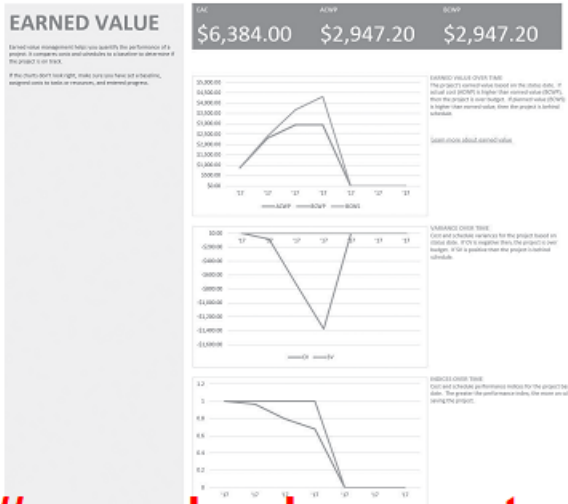


FIGURE B.8 Earned Value Table

Source: MS Project 2016, Microsoft Corporation

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APPENDIX C

Project Plan Template

PROJECT EXECUTION PLAN FOR PROJECT

Note: this plan covers the minimum information required in order to gain approval for a project. Additional information may be included in appendices at the back of the plan. For any sections of this document left blank, please write N/A in the corresponding space and provide an explanation at the end of the document for not including this information.

EXECUTION PLAN REVISION HISTORY

Version #	Implemented by	Revision Date	Approved by	Approval Date	Reason

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1. PROJECT OVERVIEW
   - 1.1 Purpose, Scope and Objectives, and Business Case
     - 1.1.1 Scope
     - 1.1.2 Statement of Work (SOW)
     - 1.1.3 Business Case
   - 1.2 Project Deliverables
   - 1.3 [illegible]
   - 1.4 Work Breakdown Structure (WBS)
     - 1.4.1 Task description documentation
     - 1.4.2 Organization Breakdown Structure (OBS)
   - 1.5 Responsibility Assignment Matrix (RAM)
   - 1.6 Work Authorization
   - 1.7 Project Charter
2. RISK ASSESSMENT
   - 2.1 Risk Identification
   - 2.2 Assessment of Probability and Consequence (Qualitative)
   - 2.3 Assessment of Probability and Consequence (Quantitative)
   - 2.4 Mitigation Strategies
3. PROJECT SCHEDULE
   - 3.1 Activity Duration Estimates
   - 3.2 Gantt Chart
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4. PROJECT BUDGET
   - 4.1 Labor costs
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5. COMMUNICATIONS MANAGEMENT
6. TRACKING AND STATUS UPDATES
   - 6.1 Tracking method
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7. PROJECT CLOSE-OUT
   - 7.1 Close cost accounts
   - 7.2 Lessons Learned

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1. **Project Overview**—This section is intended to provide a brief background description of the project, including motivation, goals and objectives, success criteria by which it will be evaluated, major project deliverables, and identified constraints. See Chapter 5 for development of project scope.
   - 1.1 **Purpose, Scope and Objectives, and Business Case**—Describe the purpose of the project here. What are the key deliverables, that is, the major items to be delivered to the customer, other stakeholders, suppliers, or other parties?
     - 1.1.1 Scope—Describe the project scope in general terms. Include a problem statement, detailed steps in requirements gathering (who was consulted, when?), information gathering (critical features uncovered from investigation), project constraints, alternatives analysis, and business case documentation.

1.1.2 Statement of Work (SOW)—Include a detailed SOW for the project. Include:
1. Key milestones
2. Resource requirements
3. Risks and concerns
4. Acceptance criteria

1.1.3 Business Case—Insert the project Business Case here. You can find an explanation of the business case in Chapter 5. Briefly identify the business needs to be satisfied, the feasibility of the project, a description of internal and external forces likely to affect the project, a comparative analysis of the costs and benefits of this project over alternative solutions, and time estimates to return on investment. Identify how the satisfaction of business needs will be determined.

1.2 **Project Deliverables**—List the major items or project features to be delivered to the client. Include sign-off documentation from client to demonstrate their concurrence with the deliverable set.

1.3 **Project Organization**—Indicate all project team members, their specific roles, and project organization hierarchy. Where appropriate, indicate joint responsibility between project manager and functional manager. Develop project team reporting structure and include sponsor and/or executive team sign-off. See Chapter 3 for examples of project organization types.

1.4 **Work Breakdown Structure (WBS)**—Insert a WBS for the project, including all key deliverables and work packages. Include sign-off from project stakeholders on WBS.

1.4.1 Include project task description documentation
If appropriate, complete project task description data sheets (for an example, see Figure 5.5 from Chapter 5.

1.4.2 Include an organization breakdown structure (OBS) if needed. Identify all cost accounts across cooperating departments in the organization. See Figure 5.7 from Chapter 5.

1.5 **Responsibility Assignment Matrix**—Include a copy of a RAM for the project identifying all team members by WBS task code, including tasks for which they assume responsibility, notification, support, or approval upon completion. See Figure 5.10 from Chapter 5.

1.6 **Work Authorization Guidelines**—Develop guidelines for specific execution of contracting and conditions. Include all penalty clauses and specific events that will trigger execution of penalties. Include all notification information, including members of the organization to be notified of changes in contract work.

1.7 **Project Charter**—Include a copy of the project charter that provides formal approval of the project and authorization to apply organizational resources to the project's execution. See an example in the Appendix to Chapter 5.

2. **Risk Assessment**—This section requires evidence of project risk assessment. The section is divided into subsections on identification of risks, analysis (assessment of risk probability and consequences), and mitigation strategies. See Chapter 7 for methods for risk management.

2.1 **Risk Identification**—Identify all relevant risk variables for the project, including a brief description of the risk variable and the ways in which it is likely to affect the project.

2.2 **Assessment of Probability and Consequence (Qualitative)**—Insert a qualitative risk assessment matrix in this space. Give evidence of how you arrived at this assessment, including sign-offs from key project stakeholders participating in the risk assessment exercise.

Sample Qualitative Risk Assessment Matrix

	Low Consequences	High Consequences
Low Likelihood	Low Priority	Medium Priority
High Likelihood	Medium Priority	High Priority

2.3 **Assessment of Probability and Consequence (Quantitative)**—Insert a quantitative assessment of probability and consequences, clearly identifying the criteria used for determining both probability of failure and consequence of failure. Insert this analysis here.

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2.4 **Mitigation Strategies**—Identify individual mitigation strategies for each high priority risk factor. Briefly describe the strategy as either: Accept, Minimize, Transfer, or Share and specify actions to be taken in order to accomplish the strategy.

3. **Project Schedule**—This section addresses the duration estimates for all project activities, their activity networks, project critical path, and estimated project duration. A copy of the approved project schedule, including both activity network and Gantt chart, should be inserted in this section of the execution plan. See Chapters 9 and 11 for methods for project schedule development.
   3.1 **Activity Duration Estimates**—Insert table with all activity duration estimates shown. Indicate if each estimate was derived stochastically (through PERT probability estimates) or deterministically. Add sign-off documentation from key organization members, including the project sponsor, that supports these duration estimates.
   3.2 **Gantt Chart**—Insert copy of project Gantt chart from MS Project output file. On the chart, make sure to identify the project critical path, estimated time to completion, and resource assignments. Indicate all activity precedence relationships, including any lag requirements. Show all milestones and other significant mid-project stages, including scheduled supplier delivery dates (where appropriate).
   3.3 **Activity Network**—Provide activity-on-node (AON) project network from MS Project output file.
4. **Project Budget**—This section includes activity cost estimation and the project budget. All direct and indirect costs should be included as well as the method used to develop fully loaded costs for all project resources. See Chapters 8 and 12 for examples of methods for cost estimation, fully loaded resource charges, time-phased budgeting, and resource leveling.
   4.1 **Project Resources**—Identify all project resources. Include employment status (full-time, part-time, exemption status, etc.). Develop fully loaded cost table for all project resources.
   4.2 **Other costs**—Identify all significant costs for materials, equipment, overhead, expediting, etc.
   4.3 **Cost estimates**—Submit ballpark, comparative, and feasibility estimates. Show all information gathered to support these estimates. Identify who participated in the cost estimate exercise. Provide final, definitive estimate with sponsor sign-off for final project budget.
   4.4 **Budget Control**—Describe how budget will be managed and controlled (e.g., project database activities (weekly, monthly, quarterly, etc.).
5. **Communications Management**—This section identifies all critical communication channels for project stakeholders, frequency of communications, types of information to be communicated, and communication technologies to be employed (e.g., e-mail, electronic file sharing for collaborative purposes (e.g., Google Docs, Yammer, Facebook, etc.). Also, in cases of geographically dispersed project teams, indicate methods for regular communication. See discussion from Chapter 6 on team communication methods. An example of a communication management protocol is shown below.

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Purpose of communication	Schedule frequency	Media or mechanism used	Called by:	Participants
Status updates	Weekly	Meeting and/or teleconference	Project manager	Full project team
Exception/variance reports	As needed	Meeting and/or teleconference	Project manager or technical lead	Impacted team members and client
Project reviews	Monthly or at milestone	Meeting and/or teleconference	Project manager	Full project team, sponsor
Configuration changes	As changes are approved	Meeting for impacted parties; e-mail for team	Project manager, sponsor or technical lead	Impacted team members and client
Supplier coordination	As needed prior to and post deliveries	Phone call	Supply chain lead	Project manager and supply chain lead
Emergency or critical events	As needed	Face to face	Any team member	Full project team

6. **Tracking and Status Updates**—This section of the plan indicates the methods the project team will use to regularly update the project status, including methods for tracking project progress, and which organizational stakeholders receive notification of the project status. See Chapter 13 for examples of tracking and status updating methods.
   6.1 **Tracking method**—Show the method used to track project status (S-curve, earned value, milestones, etc.). Indicate the regularity of these assessments (i.e., monthly, as needed, upon completion of major deliverables, etc.). For earned value assessments, indicate how you will provide updated cost performance index (CPI) and schedule performance index (SPI) data in a sample format as shown below.

Date	CPI	Trend	SPI	Trend
Month 1				
Month 2				
Month 3				

   6.2 **Notification record**—Maintain record of project status update communications. Indicate who received project updates and show sign-off by key stakeholders upon their receipt of status updates.
   6.3 **Control systems**—Indicate the forms of project control that will be used for the project, including configuration control, design control, quality control, document control, and trend monitoring. Develop control documentation for each form of control you intend to use, including a list of key organizational stakeholders who will be copied on all control documents and status updates.
7. **Project Close-out**—In this section, all necessary project close-out documentation and sign-offs must be included. Work completed or soon-to-be-complete must be identified, and configuration management changes, all sign-off documentation, warranties, notices of completion, supplier contracts, and charges for or against suppliers must be recorded and formally documented. Include copies of client sign-off, including satisfaction of contracted terms and conditions. Close out [illegible] of [illegible] variances.
   7.1 **Close cost-accounts**—Complete and close all project cost-accounts and other financial closeouts.
   7.2 **Lessons Learned**—Complete a Lessons Learned assessment that identifies all exceptions and other problems that were encountered, successful strategies, and suggestions for use in the future, and include sign-off documentation that key project team members participated in Lessons Learned meetings. Develop and embed an action plan for future projects in the Lessons Learned documentation.

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GLOSSARY

1. Inclusions and Exclusions

This glossary includes terms that are

- Unique or nearly unique to project management (e.g., project scope statement, work package, work breakdown structure, critical path method).
- Not unique to project management, but used differently or with a narrower meaning in project management than in general everyday usage (e.g., early start date, schedule activity).

This glossary generally does not include:

- Application area-specific terms (e.g., project prospectus as a legal document—unique to real estate development).
- Terms used in project management which do not differ in any material way from everyday use (e.g., calendar day, delay).
- Compound terms whose meaning is clear from the combined meanings of the component parts.
- Variants when the meaning of the variant is clear from the base term (e.g., exception report is included, exception reporting is not).

As a result of the above inclusions and exclusions, this glossary includes:

- A preponderance of terms related to Project Scope Management, Project Time Management, and Project Risk Management, since many of the terms used in these Knowledge Areas are unique or nearly unique to project management.
- Many terms from Project Quality Management, since these terms are used more narrowly than in their everyday usage.
- Relatively few terms from [illegible] since most of the terms used in these Knowledge Areas do not differ significantly from everyday usage.
- Relatively few terms related to Project Cost Management, Project Communications Management, and Project Procurement Management, since the terms used in these Knowledge Areas have narrow meanings that are unique to a particular application area.

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2. Common Acronyms

AC	actual cost
ACWP	actual cost of work performed
BAC	budget at completion
BCWP	budgeted cost of work performed
BCWS	budgeted cost of work scheduled
CCB	change control board
COQ	cost of quality
CPAF	cost plus award fee
CPF	cost plus fee
CPFF	cost plus fixed fee
CPI	cost performance index
CPIF	cost plus incentive fee
CPM	critical path methodology
CV	cost variance
EAC	estimate at completion
EF	early finish date
EMV	expected monetary value
ES	early start date
ETC	estimate to complete
EV	earned value
EVM	earned value management
FF	finish-to-finish
FFP	firm fixed price
FMEA	failure mode and effect analysis
FP-EPA	fixed price with economic price adjustment
FPIF	fixed price incentive fee
FS	finish to start
IFB	invitation for bid
LF	late finish date
LOE	level of effort
LS	late start date
OBS	organizational breakdown structure
PDM	precedence diagramming method
PMBOK®	Project Management Body of Knowledge
PMIS	project management information system
PMP®	Project Management Professional
PV	planned value
QA	quality assurance
QC	quality control
RACI	responsible, accountable, consult, and inform
RAM	responsibility assignment matrix
RBS	risk breakdown structure
RFI	request for information
RFP	request for proposal
RFQ	request for quotation
SF	start-to-finish
SOW	statement of work
SPI	schedule performance index
SS	start-to-start
[illegible]	[illegible]
T&M	time and material
TQM	Total Quality Management
WBS	work breakdown structure

3. Definitions

Many of the words defined here have broader, and in some cases different, dictionary definitions.
The definitions use the following conventions:

- In some cases, a single glossary term consists of multiple words (e.g., risk response planning).
- When synonyms are included, no definition is given and the reader is directed to the preferred term (i.e., see preferred term).
- Related terms that are not synonyms are cross-referenced at the end of the definition (i.e., see also related term).

Acceptance Criteria. Those criteria, including performance requirements and essential conditions, which must be met before project deliverables are accepted.

Acquire Project Team [Process]. The process of confirming human resource availability and obtaining the team necessary to complete project assignments.

Activity. A component of work performed during the course of a project.

Activity Attributes [Output/Input]. Multiple attributes associated with each schedule activity that can be included within the activity list. Activity

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attributes include activity codes, predecessor activities, successor activities, logical relationships, leads and lags, resource requirements, imposed dates, constraints, and assumptions.

Activity Code. One or more numerical or text values that identify characteristics of the work or in some way categorize the schedule activity that allows filtering and ordering of activities within reports.

Activity Duration. The time in calendar units between the start and finish of a schedule activity. See also *duration*.

Activity Identifier. A short unique numeric or text identification assigned to each schedule activity to differentiate that project activity from other activities. Typically unique within any one project schedule network diagram.

Activity List [Output/Input]. A documented tabulation of schedule activities that shows the activity description, activity identifier, and a sufficiently detailed scope of work description so project team members understand what work is to be performed.

Actual Cost (AC). Total costs actually incurred and recorded in accomplishing work performed during a given time period for a schedule activity or work breakdown structure component. Actual cost can sometimes be direct labor hours alone, direct costs alone, or all costs including indirect costs. Also referred to as the actual cost of work performed (ACWP). See also *earned value management* and *earned value technique*.

Actual Cost of Work Performed (ACWP). See *actual cost* (AC).

Actual Duration. The time in calendar units between the actual start date of the schedule activity and either the data date of the project schedule if the schedule activity is in progress or the actual finish date if the schedule activity is complete.

Administer Procurements [Process]. The process of managing procurement relationships, monitoring contract performance, and making changes and corrections as needed.

Analogous Estimating [Technique]. An estimating technique that uses the values of parameters, such as scope, cost, budget, and duration or measures of scale such as size, weight, and complexity from a previous, similar activity as the basis for estimating the same parameter or measure for a future activity.

Application Area. A category of projects that have common components significant in such projects, but are not needed or present in all projects. Application [illegible] the same [illegible] the [illegible] product [illegible] [illegible] [illegible]

project or a process. For example, a schedule constraint is any limitation or restraint placed on the project schedule that affects when a schedule activity can be scheduled and is usually in the form of fixed imposed dates.

Contingency. See *reserve*.

Contingency Allowance. See *reserve*.

Contingency Reserve [Output/Input]. The amount of funds, budget, or time needed above the estimate to reduce the risk of overruns of project objectives to a level acceptable to the organization.

Contract [Output/Input]. A mutually binding agreement that obligates the seller to provide the specified product or service or result and obligates the buyer to pay for it.

Control. Comparing actual performance with planned performance, analyzing variances, assessing trends to effect process improvements, evaluating possible alternatives, and recommending appropriate corrective action as needed.

Control Account [Tool]. A management control point where scope, budget (resource plans), actual cost, and schedule are integrated and compared to earned value for performance measurement. See also *work package*.

Control Chart [Tool]. A graphic display of process data over time and against established control limits, and that has a centerline that assists in detecting a trend of plotted values toward either control limit.

Control Costs [Process]. The process of monitoring the status of the project to update the project budget and managing changes to the cost baseline.

Control Limits. The area composed of three standard deviations on either side of the centerline, or mean, of a normal distribution of data plotted on a control chart that reflects the expected variation in the data. See also *specification limits*.

Control Schedule [Process]. The process of monitoring the status of the project to update project progress and managing changes to the schedule baseline.

Control Scope [Process]. The process of monitoring the status of the project and product scope and managing changes to the scope baseline.

Controlling. See *control*.

Corrective Action. Documented direction for executing the project work to bring expected future performance of the project work in line with the project management plan.

Cost Management Plan [Output/Input]. The document that sets out the formats and establishes the criteria for planning, structuring, and controlling the project costs. It is a subsidiary plan of, the project management plan.

Cost of Quality (COQ) [Technique]. A method of determining the costs incurred to ensure quality. Prevention and appraisal costs (cost of conformance) include costs associated with quality control activities, such as time to inspect, test, and document processes (e.g., inspection, testing, etc.). Failure costs (cost of non-conformance) include costs to rework products, components, or processes that are non-compliant, costs of warranty work and waste, and loss of reputation.

Cost Performance Baseline. A specific version of the time-phased budget used to compare actual expenditures to planned expenditures to determine if preventive or corrective action is needed to meet the project objectives.

Cost Performance Index (CPI). A measure of cost efficiency on a project. It is the ratio of earned value (EV) to actual costs (AC). CPI = EV divided by AC.

Cost-Plus-Fixed-Fee (CPFF) Contract. A type of cost-reimbursable contract where the buyer reimburses the seller for the seller's allowable costs (allowable costs are defined by the contract) plus a fixed amount of profit (fee).

Cost-Plus-Incentive-Fee (CPIF) Contract. A type of cost-reimbursable contract where the buyer reimburses the seller for the seller's allowable costs (allowable costs are defined by the contract), and the seller earns its profit if it meets defined performance criteria.

Cost-Reimbursable Contract. A type of contract involving payment to the seller for the seller's actual costs, plus a fee typically representing seller's profit. Cost-reimbursable contracts often include incentive clauses where, if the seller meets or exceeds selected project objectives, such as schedule targets or total cost, then the seller receives from the buyer an incentive or bonus payment.

Cost Variance (CV). A measure of cost performance on a project. It is the difference between earned value (EV) and actual cost (AC). CV = EV minus AC.

Crashing [Technique]. A specific type of project schedule compression technique performed by taking action to decrease the total project schedule duration after analyzing a number of alternatives to determine how to get the maximum schedule duration compression for the least additional cost. Typical approaches for crashing a schedule include reducing schedule activity durations and increasing the assignment of resources on schedule activities. See also *fast tracking* and *schedule compression*.

Create WBS (Work Breakdown Structure) [Process]. The process of subdividing project deliverables and project work into smaller, more manageable components.

Criteria. Standards, rules, or tests on which a judgment or decision can be based, or by which a product, service, result, or process can be evaluated.

Critical Activity. Any schedule activity on a critical path in a project schedule. Most commonly determined by using the critical path method. Although some activities are "critical," in the dictionary sense, without being on the critical path, this meaning is seldom used in the project context.

Critical Chain Method [Technique]. A schedule network analysis technique that modifies the project schedule to account for limited resources.

Critical Path. Generally, but not always, the sequence of schedule activities that determines the duration of the project. It is the longest path through the project. See also *critical path methodology*.

Critical Path Methodology (CPM) [Technique]. A schedule network analysis technique used to determine the amount of scheduling flexibility (the amount of float) on various logical network paths in the project schedule network, and to determine the minimum total project duration. Early start and finish dates are calculated by means of a forward pass, using a specified start date. Late finish and start dates are calculated by means of a backward pass, starting from a specified completion date, which sometimes is the project early finish date determined during the forward pass calculation. See also *critical path*.

Data Date. The date up to or through which the project's reporting system has provided actual status and accomplishments. Also called as-of date and time-now date.

Decision Tree Analysis [Technique]. The decision tree is a diagram that describes a decision under consideration and the implications of choosing one or another of the available alternatives. It is used when some future scenarios or outcomes of actions are uncertain. It incorporates probabilities and the costs or rewards of each logical path of events and future decisions, and uses expected monetary value analysis to help the organization identify the relative values of alternate actions. See also *expected monetary value*.

Decomposition [Technique]. A planning technique that subdivides the project scope, project deliverables, and project work into smaller, more manageable components to provide a better degree of control. Sufficient detail of support planning, monitoring, and controlling the work.

Defect. An imperfection or deficiency in a project component where that component does not meet its requirements or specifications and needs to be either repaired or replaced.

Defect Repair. The formally documented identification of a defect in a project component with a recommendation to either repair the defect or completely replace the component.

Define Activities [Process]. The process of identifying the specific actions to be performed to produce the project deliverables.

Define Scope [Process]. The process of developing a detailed description of the project and product.

Deliverable [Output/Input]. Any unique and verifiable product, result, or capability to perform a service that must be produced to complete a process, phase, or project. Often used more narrowly in reference to an external deliverable, which is a deliverable that is subject to approval by the project sponsor or customer. See also *product* and *result*.

Delphi Technique [Technique]. An information-gathering technique used as a way to reach a consensus of experts on a subject. Experts on the subject participate in this technique anonymously. A facilitator uses a questionnaire to solicit ideas about the important project points related to the subject. The responses are summarized and are then recirculated to the experts for further comment. Consensus may be reached in a few rounds of this process. The Delphi technique helps reduce bias in the data and keeps any one person from having undue influence on the outcome.

Dependency. See *logical relationship*.

Determine Budget [Process]. The process of aggregating the estimated costs of individual activities or work packages to establish an authorized cost baseline.

Develop Human Resource Plan [Process]. The process of identifying and documenting project roles, responsibilities, and required skills; reporting relationships; and creating a staffing management plan.

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Develop Project Charter [Process]. The process of developing a document that formally authorizes a project or a phase and documenting initial requirements that satisfy the stakeholder's needs and expectations.

Develop Project Management Plan [Process]. The process of documenting the actions necessary to define, prepare, integrate, and coordinate all subsidiary plans.

Develop Project Team [Process]. The process of improving the competencies, team interaction, and the overall team environment to enhance project performance.

Develop Schedule [Process]. The process of analyzing activity sequences, durations, resource requirements, and schedule constraints to create the project schedule.

Direct and Manage Project Execution [Process]. The process of performing the work defined in the project management plan to achieve the project's objectives.

Distribute Information [Process]. The process of making relevant information available to project stakeholders as planned.

Duration (DU or DUR). The total number of work periods (not including holidays or other nonworking periods) required to complete a schedule activity or work breakdown structure component. Usually expressed as workdays or workweeks. Sometimes incorrectly equated with elapsed time. Contrast with *effort*.

Early Finish Date (EF). In the critical path method, the earliest possible point in time on which the uncompleted portions of a schedule activity (or the project) can finish, based on the schedule network logic, the data date, and any schedule constraints. Early finish dates can change as the project progresses and as changes are made to the project management plan.

Early Start Date (ES). In the critical path method, the earliest possible point in time at which the uncompleted portions of a schedule activity (or the project) can start, based on the schedule network logic, the data date, and any schedule constraints. Early start dates can change as the project progresses and as changes are made to the project management plan.

Earned Value (EV). The value of work performed expressed in terms of the approved budget assigned to that work for a schedule activity or work breakdown structure component. Also referred to as the budgeted cost of work performed (BCWP).

[illegible]. [illegible] project performance and progress. Performance is measured by determining the budgeted cost of work performed (i.e., earned value) and comparing it to the actual cost of work performed (i.e., actual cost).

[illegible]. [illegible] project techniques that [illegible] surement baseline (PMB).

Effort. The number of labor units required to complete a schedule activity or work breakdown structure component. Usually expressed as staff hours, staff days, or staff weeks. Contrast with *duration*.

Enterprise Environmental Factors [Output/Input]. Any or all external environmental factors and internal organizational environmental factors that surround or influence the project's success. These factors are from any or all of the enterprises involved in the project, and include organizational culture and structure, infrastructure, existing resources, commercial databases, market conditions, and project management software.

Estimate [Output/Input]. A quantitative assessment of the likely amount or outcome. Usually applied to project costs, resources, effort, and durations and is usually preceded by a modifier (i.e., preliminary, conceptual, feasibility, order-of-magnitude, definitive). It should always include some indication of accuracy (e.g., ± *x* percent). See also *budget*.

Estimate Activity Durations [Process]. The process of approximating the number of work periods needed to complete individual activities with estimated resources.

Estimate Activity Resources [Process]. The process of estimating the type and quantities of material, people, equipment, or supplies required to perform each activity.

Estimate at Completion (EAC) [Output/Input]. The expected total cost of a schedule activity, a work breakdown structure component, or the project when the defined scope of work will be completed. The EAC may be calculated based on performance to date or estimated by the project team based on other factors, in which case it is often referred to as the latest revised estimate. See also *earned value technique* and *estimate to complete*.

Estimate Costs [Process]. The process of developing an approximation of the monetary resources needed to complete project activities.

Estimate to Complete (ETC) [Output/Input]. The expected cost needed to complete all the remaining work for a schedule activity, work breakdown structure component, or the project. See also *earned value technique* and *estimate at completion*.

Execute. Directing, managing, performing, and accomplishing the project work, providing the deliverables, and providing work performance information.

Executing Processes [Process Group]. Those processes performed to complete the work defined in the project management plan to satisfy the project objectives.

Expected Monetary Value (EMV) [Analysis]. A statistical technique that calculates the average outcome when the future includes scenarios that may or may not happen. A common use of this technique is within decision tree analysis.

Expert Judgment [Technique]. Judgment provided based upon expertise in an application area, knowledge area, discipline, industry, etc., as appropriate for the activity being performed. Such expertise may be provided by any group or person with specialized education, knowledge, skill, experience, or training.

Failure Mode and Effect Analysis (FMEA) [Technique]. An analytical procedure in which each potential failure mode in every component of a product is analyzed to determine its effect on the reliability of that component and, by itself or in combination with other possible failure modes, on the reliability of the product or system and on the required function of the component; or the examination of a product (at the system and/or lower levels) for all ways that a failure may occur. For each potential failure, an estimate is made of its effect on the total system and of its impact. In addition, a review is undertaken of the action planned to minimize the probability of failure and to minimize its effects.

Fast Tracking [Technique]. A specific project schedule compression technique that changes network logic to overlap phases that would normally be done in sequence, such as the design phase and construction phase, or to perform schedule activities in parallel. See also *crashing* and *schedule compression*.

Finish Date. A point in time associated with a schedule activity's completion. Usually qualified by one of the following: actual, planned, estimated, scheduled, early, late, baseline, target, or current.

Fini[illegible]. [illegible] activity can [illegible] successor activity. See also *logical relationship*.

Finish-to-Start (FS). The logical relationship where initiation of work of the successor activity depends upon the completion of work of the predecessor [illegible].

Fixed-Price (FP) Contracts. A type of contract with which the buyer pays the seller a set amount (as defined by the contract), regardless of the seller's costs.

Fixed-Price-Incentive-Fee (FPIF) Contract. A type of contract where the buyer pays the seller a set amount (as defined by the contract), and the seller can earn an additional amount if the seller meets defined performance criteria.

Float. Also called slack. See *total float* and *free float*.

Flowcharting [Technique]. The depiction in a diagram format of the inputs, process actions, and outputs of one or more processes within a system.

Forecast. An estimate or prediction of conditions and events in the project's future based on information and knowledge available at the time of the forecast. The information is based on the project's past performance and expected future performance, and includes information that could impact the project in the future, such as estimate at completion and estimate to complete.

Forward Pass. The calculation of the early start and early finish dates for the uncompleted portions of all network activities. See also *schedule network analysis* and *backward pass*.

Free Float. The amount of time that a schedule activity can be delayed without delaying the early start date of any immediately following schedule activities. See also *total float*.

Functional Manager. Someone with management authority over an organizational unit within a functional organization. The manager of any group that actually makes a product or performs a service. Sometimes called a line manager.

Functional Organization. A hierarchical organization where each employee has one clear superior, and staff are grouped by areas of specialization and managed by a person with expertise in that area.

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Gantt Chart [Tool]. A graphic display of schedule-related information. In the typical bar chart, schedule activities or work breakdown structure components are listed down the left side of the chart, dates are shown across the top, and activity durations are shown as date-placed horizontal bars.

Grade. A category or rank used to distinguish items that have the same functional use (e.g., "hammer"), but which do not share the same requirements for quality (e.g., different hammers may need to withstand different amounts of force).

Hammock Activity. See *summary activity*.

Historical Information. Documents and data on prior projects including project files, records, correspondence, closed contracts, and closed projects.

Human Resource Plan. A document describing how roles and responsibilities, reporting relationships, and staffing management will be addressed and structured for the project. It is contained in or is a subsidiary plan of the project.

Identify Risks [Process]. The process of determining which risks may affect the project and documenting their characteristics.

Identify Stakeholders [Process]. The process of identifying all people or organizations impacted by the project, and documenting relevant information regarding their interests, involvement, and impact on project success.

Imposed Date. A fixed date imposed on a schedule activity or schedule milestone, usually in the form of a "start no earlier than" and "finish no later than" date.

Influence Diagram [Tool]. A graphical representation of situations showing causal influences, time ordering of events, and other relationships among variables and outcomes.

Initiating Processes [Process Group]. Those processes performed to define a new project or a new phase of an existing project by obtaining authorization to start the project or phase.

Input [Process Input]. Any item, whether internal or external to the project, that is required by a process before that process proceeds. May be an output from a predecessor process.

Inspection [Technique]. Examining or measuring to verify whether an activity, component, product, result, or service conforms to specified requirements.

Invitation for Bid (IFB). Generally, this term is equivalent to request for proposal [illegible]

Issue. A point or matter in question or in dispute, or a point or matter that is not settled and is under discussion or over which there are opposing views or disagreements.

Lag. [illegible] relationship [illegible] ten-day lag, the successor activity cannot start until ten days after the predecessor activity has finished. See also *lead*.

Late Finish Date (LF). In the critical path method, the latest possible point in time that a schedule activity may be completed based upon the schedule network logic, the project completion date, and any constraints assigned to the schedule activities without violating a schedule constraint or delaying the project completion date. The late finish dates are determined during the backward pass calculation of the project schedule network.

Late Start Date (LS). In the critical path method, the latest possible point in time that a schedule activity may begin based upon the schedule network logic, the project completion date, and any constraints assigned to the schedule activities without violating a schedule constraint or delaying the project completion date. The late start dates are determined during the backward pass calculation of the project schedule network.

Lead [Technique]. A modification of a logical relationship that allows an acceleration of the successor activity. For example, in a finish-to-start dependency with a ten-day lead, the successor activity can start ten days before the predecessor activity has finished. A negative lead is equivalent to a positive lag. See also *lag*.

Lessons Learned [Output/Input]. The learning gained from the process of performing the project. Lessons learned may be identified at any point. Also considered a project record, to be included in the lessons learned knowledge base.

Lessons Learned Knowledge Base. A store of historical information and lessons learned about both the outcomes of previous project selection decisions and previous project performance.

Leveling. See *resource leveling*.

Life Cycle. See *project life cycle*.

Log. A document used to record and describe or denote selected items identified during execution of a process or activity. Usually used with a modifier, such as *issue*, quality control, action, or defect.

Logical Relationship. A dependency between two project schedule activities, or between a project schedule activity and a schedule milestone. The four possible types of logical relationships are Finish-to-Start, Finish-to-Finish, Start-to-Start, and Start-to-Finish. See also *precedence relationship*.

Manage Project Team [Process]. The process of tracking team member performance, providing feedback, resolving issues, and managing changes to optimize project performance.

Manage Stakeholder Expectations [Process]. The process of communicating and working with stakeholders to meet their needs and addressing issues as they occur.

Master Schedule [Tool]. A summary-level project schedule that identifies the major deliverables and work breakdown structure components and key schedule milestones. See also also *milestone schedule*.

Material. The aggregate of things used by an organization in any undertaking, such as equipment, apparatus, tools, machinery, gear, material, and supplies.

Matrix Organization. Any organizational structure in which the project manager shares responsibility with the functional managers for assigning priorities and for directing the work of persons assigned to the project.

Methodology. A system of practices, techniques, procedures, and rules used by those who work in a discipline.

Milestone. A significant point or event in the project.

Milestone Schedule [Tool]. A summary-level schedule that identifies the major schedule milestones. See also *master schedule*.

Monitor. Collect project performance data with respect to a plan, produce performance measures, and report and disseminate performance information.

Monitor and Control Project Work [Process]. The process of tracking, reviewing, and regulating the progress to meet the performance objectives defined in the project management plan.

Monitor and Control Risks [Process]. The process of implementing risk response plans, tracking identified risks, monitoring residual risks, identifying [illegible] throughout the project.

Monitoring and Controlling Processes [Process Group]. Those processes required to track, review, and regulate the progress and performance of the project; identify any areas in which changes to the plan are required; and initiate the [illegible]

Monte Carlo Analysis [Technique]. [illegible] cost or project schedule many times using input values selected at random from probability distributions of possible costs or durations to calculate a distribution of possible total project cost or completion dates.

Monte Carlo Simulation. A process that generates hundreds or thousands of probable performance outcomes based on probability distributions for cost and schedule on individual tasks. The outcomes are then used to generate a probability distribution for the project as a whole.

Near-Critical Activity. A schedule activity that has low total float. The concept of near-critical is equally applicable to a schedule activity or schedule network path. The limit below which total float is considered near critical is subject to expert judgment and varies from project to project.

Network. See *project schedule network diagram*.

Network Analysis. See *schedule network analysis*.

Network Logic. The collection of schedule activity dependencies that makes up a project schedule network diagram.

Network Path. Any continuous series of schedule activities connected with logical relationships in a project schedule network diagram.

Node. One of the defining points of a schedule network; a junction point joined to some or all of the other dependency lines.

Objective. Something toward which work is to be directed, a strategic position to be attained, a purpose to be achieved, a result to be obtained, a product to be produced, or a service to be performed.

Opportunity. A condition or situation favorable to the project, a positive set of circumstances, a positive set of events, a risk that will have a positive impact on project objectives, or a possibility for positive changes. Contrast with *threat*.

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Organizational Breakdown Structure (OBS) [Tool]. A hierarchically organized depiction of the project organization arranged so as to relate the work packages to the performing organizational units.

Organizational Process Assets [Output/Input]. Any or all process related assets, from any or all of the organizations involved in the project that are or can be used to influence the project's success. These process assets include formal and informal plans, policies, procedures, and guidelines. The process assets also include the organizations' knowledge bases such as lessons learned and historical information.

Output [Process Output]. A product, result, or service generated by a process. May be an input to a successor process.

Parametric Estimating [Technique]. An estimating technique that uses a statistical relationship between historical data and other variables (e.g., square footage in construction, lines of code in software development) to calculate an estimate for activity parameters, such as scope, cost, budget, and duration. An example for the cost parameter is multiplying the planned quantity of work to be performed by the historical cost per unit to obtain the estimated cost.

Pareto Chart [Tool]. A histogram, ordered by frequency of occurrence, that shows how many results were generated by each identified cause.

Path Convergence. The merging or joining of parallel schedule network paths into the same node in a project schedule network diagram. Path convergence is characterized by a schedule activity with more than one predecessor activity.

Path Divergence. Extending or generating parallel schedule network paths from the same node in a project schedule network diagram. Path divergence is characterized by a schedule activity with more than one successor activity.

Percent Complete. An estimate, expressed as a percent, of the amount of work that has been completed on an activity or a work breakdown structure component.

Perform Integrated Change Control [Process]. The process of reviewing all change requests, approving changes, and managing changes to the deliverables, organizational process assets, project documents, and project management plan.

Performance Measurement Baseline. An approved integrated scope-schedule-cost plan for the project work against which project execution is compared to measure and manage performance. Technical and quality parameters may also be included.

[illegible]. The time-phased budget that will be used to measure, monitor, and control overall cost performance for the project. It is the sum of the approved cost estimates for the various activities of the project, including any approved changes, and the portion of management reserves that may be used. Also called the time-phased budget at completion.

[illegible]. The enterprise whose personnel are most directly [illegible] project work.

[illegible]. The process of prioritizing risks for further analysis or action by assessing and combining their probability of occurrence and impact.

Perform Quality Assurance [Process]. The process of auditing the quality requirements and the results from quality control measurements to ensure appropriate quality standards and operational definitions are used.

Perform Quality Control [Process]. The process of monitoring and recording results of executing the quality activities to assess performance and recommend necessary changes.

Perform Quantitative Analysis [Process]. The process of numerically analyzing the effect of identified risks on overall project objectives.

Phase. See *project phase*.

Plan Communications [Process]. The process of determining project stakeholder information needs and defining a communication approach.

Plan Procurements [Process]. The process of documenting project purchasing decisions, specifying the approach, and identifying potential sellers.

Plan Quality [Process]. The process of identifying quality requirements and/or standards for the project and product, and documenting how the project will demonstrate compliance.

Plan Risk Management [Process]. The process of defining how to conduct risk management activities for a project.

Plan Risk Responses [Process]. The process of developing options and actions to enhance opportunities and to reduce threats to project objectives.

Planned Value (PV). The authorized budget assigned to the scheduled work to be accomplished for a schedule activity or work breakdown structure component. Also referred to as the budgeted cost of work scheduled (BCWS).

Planning Package. A work breakdown structure component below the control account with known work content but without detailed schedule activities. See also *control account*.

Planning Processes [Process Group]. Those processes performed to establish the total scope of the effort, define and refine the objectives, and develop the course of action required to attain those objectives.

Portfolio. A collection of projects or programs and other work that are grouped together to facilitate effective management of that work to meet strategic business objectives. The projects or programs of the portfolio may not necessarily be interdependent or directly related.

Portfolio Management [Technique]. The centralized management of one or more portfolios, which includes identifying, prioritizing, authorizing, managing, and controlling projects, programs, and other related work, to achieve specific strategic business objectives.

Practice. A specific type of professional or management activity that contributes to the execution of a process and that may employ one or more techniques and tools.

Precedence Diagramming Method (PDM) [Technique]. A schedule network diagramming technique in which schedule activities are represented by boxes (or nodes). Schedule activities are graphically linked by one or more logical relationships to show the sequence in which the activities are to be performed.

Precedence Relationship. The term used in the precedence diagramming method for a logical relationship. In current usage, however, precedence relationship, logical relationship, and dependency are widely used interchangeably, regardless of the diagramming method used. See also *logical relationship*.

Predecessor Activity. The schedule activity that determines when the logical successor activity can begin or end.

Preventive Action. A documented direction to perform an activity that can reduce the probability of negative consequences associated with project risks.

Probability and Impact Matrix [Tool]. A common way to determine whether a risk is considered low, moderate, or high by combining the two dimensions of a risk: its probability of occurrence and its impact on objectives if it occurs.

Procurement Documents [Output/Input]. The documents utilized in bid and proposal activities, which include the buyer's Invitation for Bid, Invitation for Negotiations, Request for Information, Request for Quotation, Request for Proposal, or initial contract [illegible].

Procurement [illegible] [Technique]. A set of activities that describes how procurement processes from developing procurement documentation through contract closure will be managed.

Product. An artifact that is produced, is quantifiable, and can be either an end item in itself or a component item. Examples include computers, and software programs, as well as [illegible].

Product Life Cycle. A collection of generally sequential, non-overlapping product phases whose name and number are determined by the manufacturing and control needs of the organization. The last product life cycle phase for a product is generally the product's retirement. Generally, a project life cycle is contained within one or more product life cycles.

Product Scope. The features and functions that characterize a product, service, or result.

Product Scope Description. The documented narrative description of the product scope.

Program. A group of related projects managed in a coordinated way to obtain benefits and control not available from managing them individually. Programs may include elements of related work outside of the scope of the discrete projects in the program.

Program Evaluation and Review Technique (PERT). A technique for estimating that applies a weighted average of optimistic, pessimistic, and most likely estimates when there is uncertainty with the individual activity estimates.

Program Management. The centralized coordinated management of a program to achieve the program's strategic objectives and benefits.

Progressive Elaboration [Technique]. Continuously improving and detailing a plan as more detailed and specific information and more accurate estimates become available as the project progresses, and thereby producing more accurate and complete plans that result from the successive iterations of the planning process.

Project. A temporary endeavor undertaken to create a unique product, service, or result.

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Project Calendar. A calendar of working days or shifts that establishes those dates on which schedule activities are worked and nonworking days that determine those dates on which schedule activities are idle. Typically defines holidays, weekends, and shift hours. See also *resource calendar*.

Project Charter [Output/Input]. A document issued by the project initiator or sponsor that formally authorizes the existence of a project, and provides the project manager with the authority to apply organizational resources to project activities.

Project Communications Management [Knowledge Area]. The processes required to ensure timely and appropriate generation, collection, distribution, storage, retrieval, and ultimate disposition of project information.

Project Cost Management [Knowledge Area]. The processes involved in estimating, budgeting, and controlling costs so that the project can be completed within the approved budget.

Project Human Resource Management [Knowledge Area]. The processes that organize and manage the project team.

Project Initiation. Launching a process that can result in the authorization of a new project.

Project Integration Management [Knowledge Area]. The processes and activities needed to identify, define, combine, unify, and coordinate the various processes and project management activities within the Project Management Process Groups.

Project Life Cycle. A collection of generally sequential project phases whose name and number are determined by the control needs of the organization or organizations involved in the project. A life cycle can be documented with a methodology.

Project Management. The application of knowledge, skills, tools, and techniques to project activities to meet the project requirements.

Project Management Body of Knowledge. An inclusive term that describes the sum of knowledge within the profession of project management. As with other professions, such as law, medicine, and accounting, the body of knowledge rests with the practitioners and academics that apply and advance it. The complete project management body of knowledge includes proven traditional practices that are widely applied and innovative practices that are emerging in the profession. The body of knowledge includes both published and unpublished materials. This body of knowledge is constantly evolving. [illegible]

Project Management Information System (PMIS) [Tool]. An information system consisting of the tools and techniques used to gather, integrate, and disseminate the outputs of project management processes. It is used to support [illegible]

Project Management Knowledge Area. An identified area of project management defined by its knowledge requirements and described in terms of its component processes, practices, inputs, outputs, tools, and techniques.

Project Management Office (PMO). An organizational body or entity assigned various responsibilities related to the centralized and coordinated management of those projects under its domain. The responsibilities of a PMO can range from providing project management support functions to actually being responsible for the direct management of a project.

Project Management Plan [Output/Input]. A formal, approved document that defines how the project is executed, monitored, and controlled. It may be a summary or detailed and may be composed of one or more subsidiary management plans and other planning documents.

Project Management Process Group. A logical grouping of project management inputs, tools and techniques, and outputs. The Project Management Process Groups include initiating processes, planning processes, executing processes, monitoring and controlling processes, and closing processes. Project Management Process Groups are not project phases.

Project Management System [Tool]. The aggregation of the processes, tools, techniques, methodologies, resources, and procedures to manage a project.

Project Management Team. The members of the project team who are directly involved in project management activities. On some smaller projects, the project management team may include virtually all of the project team members.

Project Manager (PM). The person assigned by the performing organization to achieve the project objectives.

Project Organization Chart [Output/Input]. A document that graphically depicts the project team members and their interrelationships for a specific project.

Project Phase. A collection of logically related project activities, usually culminating in the completion of a major deliverable. Project phases are mainly completed sequentially, but can overlap in some project situations. A project phase is a component of a project life cycle. A project phase is not a Project Management Process Group.

Project Procurement Management [Knowledge Area]. The processes to purchase or acquire the products, services, or results needed from outside the project team to perform the work.

Project Quality Management [Knowledge Area]. The processes and activities of the performing organization that determine quality policies, objectives, and responsibilities so that the project will satisfy the needs for which it was undertaken.

Project Risk Management [Knowledge Area]. The processes concerned with conducting risk management planning, identification, analysis, responses, and monitoring and control on a project.

Project Schedule [Output/Input]. The planned dates for performing schedule activities and the planned dates for meeting schedule milestones.

Project Schedule Network Diagram [Output/Input]. Any schematic display of the logical relationships among the project schedule activities. Always drawn from left to right to reflect project work chronology.

Project Scope. The work that must be performed to deliver a product, service, or result with the specified features and functions.

Project Scope Management [Knowledge Area]. The processes required to ensure that the project includes all the work required, and only the work required, to complete the project successfully.

Project Scope Statement [Output/Input]. The narrative description of the project scope, including major deliverables, project assumptions, project constraints, and a description of work, that provides a documented basis for making future project decisions and for confirming or developing a common understanding of project scope among the stakeholders.

Project Team Directory. A documented list of project team members, their project roles, and communication information.

Project Time Management [Knowledge Area]. The processes required to manage the timely completion of a project.

Projectized Organization. Any organizational structure in which the project manager has full authority to assign priorities, apply resources, and direct the work of persons assigned to the project.

Quality. The degree to which a set of inherent characteristics fulfills requirements.

Quality Management Plan [Output/Input]. Describes how the project management team will implement the performing organization's quality policy. [illegible] project management plan.

Regulation. Requirements imposed by a governmental body. These requirements can establish product, process, or service characteristics, including applicable administrative provisions that have government-mandated compliance.

Report Performance [Process]. The process of collecting and distributing performance information, including status reports, progress measurements, and forecasts.

Request for Information (RFI). A type of procurement document whereby the buyer requests a potential seller to provide various pieces of information related to a product or service or seller capability.

Request for Proposal (RFP). A type of procurement document used to request proposals from prospective sellers of products or services. In some application areas, it may have a narrower or more specific meaning.

Request for Quotation (RFQ). A type of procurement document used to request price quotations from prospective sellers of common or standard products or services. Sometimes used in place of request for proposal, and in some application areas it may have a narrower or more specific meaning.

Requested Change [Output/Input]. A formally documented change request that is submitted for approval to the integrated change control process.

Requirement. A condition or capability that must be met or possessed by a system, product, service, result, or component to satisfy a contract, standard, specification, or other formally imposed document. Requirements include the quantified and documented needs, wants, and expectations of the sponsor, customer, and other stakeholders.

Requirements Traceability Matrix. A table that links requirements to their origin and traces them throughout the project life cycle.

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Reserve. A provision in the project management plan to mitigate cost and/or schedule risk. Often used with a modifier (e.g., management reserve, contingency reserve) to provide further detail on what types of risk are meant to be mitigated.

Reserve Analysis [Technique]. An analytical technique to determine the essential features and relationships of components in the project management plan to establish a reserve for the schedule duration, budget, estimated cost, or funds for a project.

Residual Risk. A risk that remains after risk responses have been implemented.

Resource. Skilled human resources (specific disciplines either individually or in crews or teams), equipment, services, supplies, commodities, material, budgets, or funds.

Resource Breakdown Structure. A hierarchical structure of resources by resource category and resource type used in resource leveling schedules and to develop resource-limited schedules, and which may be used to identify and analyze project human resource assignments.

Resource Calendar. A calendar of working and nonworking days that determines those dates on which each specific resource is idle or can be active. Typically defines resource-specific holidays and resource availability periods. See also *project calendar*.

Resource Histogram. A bar chart showing the amount of time that a resource is scheduled to work over a series of time periods. Resource availability may be depicted as a line for comparison purposes. Contrasting bars may show actual amounts of resources used as the project progresses.

Resource Leveling [Technique]. Any form of schedule network analysis in which scheduling decisions (start and finish dates) are driven by resource constraints (e.g., limited resource availability or difficult-to-manage changes in resource availability levels).

Responsibility Assignment Matrix (RAM) [Tool]. A structure that relates the project organizational breakdown structure to the work breakdown structure to help ensure that each component of the project's scope of work is assigned to a person or team.

Result. An output from performing project management processes and activities. Results include outcomes (e.g., integrated systems, revised process, restructured organization, tests, trained personnel, etc.) and documents (e.g., policies, plans, studies, procedures, specifications, reports, etc.). Contrast with [illegible] compliance with requirements or specifications.

Risk. An uncertain event or condition that, if it occurs, has a positive or negative effect on a project's objectives.

Risk [illegible]. [illegible] plan to deal with a risk, or is unable to identify any other suitable response strategy.

Risk Avoidance [Technique]. A risk response planning technique for a threat that creates changes to the project management plan that is meant to either eliminate the risk or to protect the project objectives from its impact.

Risk Breakdown Structure (RBS) [Tool]. A hierarchically organized depiction of the identified project risks arranged by risk category and subcategory that identifies the various areas and causes of potential risks. The risk breakdown structure is often tailored to specific project types.

Risk Category. A group of potential causes of risk. Risk causes may be grouped into categories such as technical, external, organizational, environmental, or project management. A category may include subcategories such as technical maturity, weather, or aggressive estimating.

Risk Management Plan [Output/Input]. The document describing how project risk management will be structured and performed on the project. It is contained in or is a subsidiary plan of the project management plan. Information in the risk management plan varies by application area and project size. The risk management plan is different from the risk register that contains the list of project risks, the results of risk analysis, and the risk responses.

Risk Mitigation [Technique]. A risk response planning technique associated with threats that seeks to reduce the probability of occurrence or impact of a risk to below an acceptable threshold.

Risk Register [Output/Input]. The document containing the results of the qualitative risk analysis, quantitative risk analysis, and risk response planning. The risk register details all identified risks, including description, category, cause, probability of occurring, impact(s) on objectives, proposed responses, owners, and current status.

Risk Tolerance. The degree, amount, or volume of risk that an organization or individual will withstand.

Risk Transference [Technique]. A risk response planning technique that shifts the impact of a threat to a third party, together with ownership of the response.

Role. A defined function to be performed by a project team member, such as testing, filing, inspecting, coding.

Rolling Wave Planning [Technique]. A form of progressive elaboration planning where the work to be accomplished in the near term is planned in detail at a low level of the work breakdown structure, while the work far in the future is planned at a relatively high level of the work breakdown structure, but the detailed planning of the work to be performed within another one or two periods in the near future is done as work is being completed during the current period.

Root Cause Analysis [Technique]. An analytical technique used to determine the basic underlying reason that causes a variance or a defect or a risk. A root cause may underlie more than one variance or defect or risk.

Schedule. See *project schedule* and see also *schedule model*.

Schedule Baseline. A specific version of the schedule model used to compare actual results to the plan to determine if preventive or corrective action is needed to meet the project objectives.

Schedule Compression [Technique]. Shortening the project schedule duration without reducing the project scope. See also *crashing* and *fast tracking*.

Schedule Management Plan [Output/Input]. The document that establishes criteria and the activities for developing and controlling the project schedule. It is contained in, or is a subsidiary plan of, the project management plan.

Schedule Model [Tool]. A model used in conjunction with manual methods or project management software to perform schedule network analysis to generate the project schedule for use in managing the execution of a project. See also *project schedule*.

Schedule Network Analysis [Technique]. The technique of identifying early and late start dates, as well as early and late finish dates, for the uncompleted portions of project schedule activities. See also *critical path method*, *critical chain method*, and *resource leveling*.

Schedule Performance Index (SPI). A measure of schedule efficiency on a project. It is the ratio of earned value (EV) to planned value (PV). The [illegible] EV ÷ PV.

Schedule Variance (SV). A measure of schedule performance on a project. It is the difference between the earned value (EV) and the planned value (PV). SV = EV minus PV.

Scheduled [illegible] (SF). The [illegible] was scheduled to finish on a schedule activity. The scheduled finish date is normally within the range of dates delimited by the early finish date and the late finish date. It may reflect resource leveling of scarce resources. Sometimes called planned finish date.

Scheduled Start Date (SS). The point in time that work was scheduled to start on a schedule activity. The scheduled start date is normally within the range of dates delimited by the early start date and the late start date. It may reflect resource leveling of scarce resources. Sometimes called planned start date.

Scope. The sum of the products, services, and results to be provided as a project. See also *project scope* and *product scope*.

Scope Baseline. An approved specific version of the detailed scope statement, work breakdown structure (WBS), and its associated WBS dictionary.

Scope Change. Any change to the project scope. A scope change almost always requires an adjustment to the project cost or schedule.

Scope Creep. Adding features and functionality (project scope) without addressing the effects on time, costs, and resources, or without customer approval.

Scope Management Plan [Output/Input]. The document that describes how the project scope will be defined, developed, and verified and how the work breakdown structure will be created and defined, and that provides guidance on how the project scope will be managed and controlled by the project management team. It is contained in or is a subsidiary plan of the project management plan.

S-Curve. Graphic display of cumulative costs, labor hours, percentage of work, or other quantities, plotted against time. Used to depict planned value, earned value, and actual cost of project work. The name derives from the S-like shape of the curve (flatter at the beginning and end, steeper in the middle) produced on a project that starts slowly, accelerates, and then tails off.

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Also a term used to express the cumulative likelihood distribution that is a result of a simulation, a tool of quantitative risk analysis.

Secondary Risk. A risk that arises as a direct result of implementing a risk response.

Seller. A provider or supplier of products, services, or results to an organization.

Sensitivity Analysis. A quantitative risk analysis and modeling technique used to help determine which risks have the most potential impact on the project. It examines the extent to which the uncertainty of each project element affects the objective being examined when all other uncertain elements are held at their baseline values. The typical display of results is in the form of a tornado diagram.

Sequence Activities [Process]. The process of identifying and documenting relationships among the project activities.

Simulation. A simulation uses a project model that translates the uncertainties specified at a detailed level into their potential impact on objectives that are expressed at the level of the total project. Project simulations use computer models and estimates of risk, usually expressed as a probability distribution of possible costs or durations at a detailed work level, and are typically performed using Monte Carlo analysis.

Slack. Also called float. See *total float* and *free float*.

Special Cause. A source of variation that is not inherent in the system, is not predictable, and is intermittent. It can be assigned to a defect in the system. On a control chart, points beyond the control limits, or non-random patterns within the control limits, indicate it. Also referred to as assignable cause. Contrast with *common cause*.

Specification. A document that specifies, in a complete, precise, verifiable manner, the requirements, design, behavior, or other characteristics of a system, component, product, result, or service and, often, the procedures for determining whether these provisions have been satisfied. Examples are requirement specification, design specification, product specification, and test specification.

Specification Limits. The area, on either side of the centerline, or mean, of data plotted on a control chart that meets the customer's requirements for a product or service. This area may be greater than or less than the area defined by the control limits. See also *control limits*.

[illegible] [illegible]

Staffing Management Plan. The document that describes when and how human resource requirements will be met. It is contained in, or is a subsidiary plan of, the human resource plan.

[illegible] [illegible]

Standard. A document that provides, for common and repeated use, rules, guidelines, or characteristics for activities or their results, aimed at the achievement of the optimum degree of order in a given context.

Start Date. A point in time associated with a schedule activity's start, usually qualified by one of the following: actual, planned, estimated, scheduled, early, late, target, baseline, or current.

Start-to-Finish (SF). The logical relationship where completion of the successor schedule activity is dependent upon the initiation of the predecessor schedule activity. See also *logical relationship*.

Start-to-Start (SS). The logical relationship where initiation of the work of the successor schedule activity depends upon the initiation of the work of the predecessor schedule activity. See also *logical relationship*.

Statement of Work (SOW). A narrative description of products, services, or results to be supplied.

Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis. This information-gathering technique examines the project from the perspective of each project's strengths, weaknesses, opportunities, and threats to increase the breadth of the risks considered by risk management.

Subnetwork. A subdivision (fragment) of a project schedule network diagram, usually representing a subproject or a work package. Often used to illustrate or study some potential or proposed schedule condition, such as changes in preferential schedule logic or project scope.

Subphase. A subdivision of a phase.

Subproject. A smaller portion of the overall project created when a project is subdivided into more manageable components or pieces.

Successor Activity. The schedule activity that follows a predecessor activity, as determined by their logical relationship.

Summary Activity. A group of related schedule activities aggregated at some summary level, and displayed/reported as a single activity at that summary level. See also *subproject* and *subnetwork*.

Technical Performance Measurement [Technique]. A performance measurement technique that compares technical accomplishments during project execution to the project management plan's schedule of planned technical achievements. It may use key technical parameters of the product produced by the project as a quality metric. The achieved metric values are part of the work performance information.

Technique. A defined systematic procedure employed by a human resource to perform an activity to produce a product or result or deliver a service, and that may employ one or more tools.

Template. A partially complete document in a predefined format that provides a defined structure for collecting, organizing, and presenting information and data.

Threat. A condition or situation unfavorable to the project, a negative set of circumstances, a negative set of events, a risk that will have a negative impact on a project objective if it occurs, or a possibility for negative changes. Contrast with *opportunity*.

Three-Point Estimate [Technique]. An analytical technique that uses three cost or duration estimates to represent the optimistic, most likely, and pessimistic scenarios. This technique is applied to improve the accuracy of the estimates of cost or duration when the underlying activity or cost component is uncertain.

Threshold. A cost, time, quality, technical, or resource value used as a parameter, and which may be included in product specifications. Crossing the threshold should trigger some action, such as generating an exception report.

Time and Material (T&M) Contract. A type of contract that is a hybrid contractual arrangement containing aspects of both cost-reimbursable and fixed-price contracts. Time and material contracts resemble cost-reimbursable type arrangements in that they have no definitive end, because the full value of the arrangement is not defined at the time of the award. Thus, time and material [illegible] fixed-price arrangements. For example, the unit rates are preset by the buyer and seller, when both parties agree on the rates for the category of senior engineers.

[illegible] [illegible]

To-Complete-Performance-Index (TCPI). The calculated projection of cost performance that must be achieved on the remaining work to meet a specified management goal, such as the budget at completion (BAC) or the estimate at completion (EAC). It is the ratio of "remaining work" to the "funds remaining."

Tool. Something tangible, such as a template or software program, used in performing an activity to produce a product or result.

Total Float. The total amount of time that a schedule activity may be delayed from its early start date without delaying the project finish date, or violating a schedule constraint. Calculated using the critical path method technique and determining the difference between the early finish dates and late finish dates. See also *free float*.

Trend Analysis [Technique]. An analytical technique that uses mathematical models to forecast future outcomes based on historical results. It is a method of determining the variance from a baseline of a budget, cost, schedule, or scope parameter by using prior progress reporting periods' data and projecting how much that parameter's variance from baseline might be at some future point in the project if no changes are made in executing the project.

Triggers. Indications that a risk has occurred or is about to occur. Triggers may be discovered in the risk identification process and watched in the risk monitoring and control process. Triggers are sometimes called risk symptoms or warning signs.

Validation. The assurance that a product, service, or system meets the needs of the customer and other identified stakeholders. It often involves acceptance and suitability with external customers. Contrast with *verification*.

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Value Engineering. An approach used to optimize project life cycle costs, save time, increase profits, improve quality, expand market share, solve problems, and/or use resources more effectively.

Variance. A quantifiable deviation, departure, or divergence away from a known baseline or expected value.

Variance Analysis [Technique]. A method for resolving the total variance in the set of scope, cost, and schedule variables into specific component variances that are associated with defined factors affecting the scope, cost, and schedule variables.

Verification. The evaluation of whether or not a product, service, or system complies with a regulation, requirement, specification, or imposed condition. It is often an internal process. Contrast with *validation*.

Verify Scope [Process]. The process of formalizing acceptance of the completed project deliverables.

Virtual Team. A group of persons with a shared objective who fulfill their roles with little or no time spent meeting face to face. Various forms of technology are often used to facilitate communication among team members. Virtual teams can be composed of persons separated by great distances.

Voice of the Customer. A planning technique used to provide products, services, and results that truly reflect customer requirements by translating those customer requirements into the appropriate technical requirements for each phase of project product development.

Work Authorization. A permission and direction, typically written, to begin work on a specific schedule activity or work package or control account. It is a method for sanctioning project work to ensure that the work is done by the identified organization, at the right time, and in the proper sequence.

Work Authorization System [Tool]. A subsystem of the overall project management system. It is a collection of formal documented procedures that defines how project work will be authorized (committed) to ensure that the work is done by the identified organization, at the right time, and in the proper sequence. It includes the steps, documents, tracking system, and defined approval levels needed to issue work authorizations.

Work Breakdown Structure (WBS) [Output/Input]. A deliverable-oriented hierarchical decomposition of the work to be executed by the project team to accomplish the project objectives and create the required deliverables. It organizes and defines the total scope of the project.

Work Breakdown Structure Component. An entry in the work breakdown structure that can be at any level.

Work Breakdown Structure Dictionary [Output/Input]. A document that describes each component in the work breakdown structure (WBS). For each WBS component, the WBS dictionary includes a brief definition of the scope or statement of work, defined deliverable(s), a list of associated activities, and a list of milestones. Other information may include responsible organization, start and end dates, resources required, a cost estimate, charge number, contract information, quality requirements, and technical references to facilitate performance of the work.

Work Package. A deliverable or project work component at the lowest level of each branch of the work breakdown structure. See also *control account*.

Work Performance Information [Output/Input]. Information and data on the status of the project schedule activities being performed to accomplish the project work, collected as part of the direct and manage project execution processes. Information includes status of deliverables; implementation status for change requests, corrective actions, preventive actions, and defect repairs; forecasted estimates to complete; reported percent of work physically completed; achieved value of technical performance measures; start and finish dates of schedule activities.

Workaround [Technique]. A response to a negative risk that has occurred. Distinguished from contingency plan in that a workaround is not planned in advance of the occurrence of the risk event.

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