

Quality Results since 1978

*We help you
choose and achieve
the necessary results to:*

Bring prosperity to your customers.

**Ensure organizational learning, energy,
competence, and quality.**

**Align strategy, tactics, and operations to
achieve excellent results.**

**Integrate systems, resources, and processes
for consistency of results.**

**Nurture innovation and perpetual
improvement.**

*PETERS & company has two decades of service in
projects: management, consulting, training, and
systems development. The US Army Corps of
Engineers and Ford Motor Company adopted our
ProjectMAN® simulations.*

*Clients include Huber Engineered Materials,
B.A.A.-Indianapolis, International Paper
Company, Thomson Consumer Electronics, Conseco,
Inc., Mead Corporation, Revenue Canada, Murat
Center, Inc., Tenth Pan-American Games, and the
International Special Olympics.*

ProjectLEADER®

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ProjectLEADER® Training ✦ ProjectMAGIC® Consulting ✦ ProjectMAN® Simulations

ProjectLEADER® Workshops

ProjectLEADER®

ProjectLEADER[®]

Learning

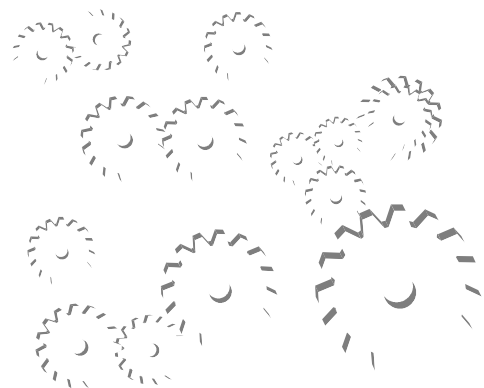
Total Experiential Training through ProjectMAN[®] Simulations

Learn Project Leadership by executing projects – lots of projects. Compress years of on-the-job-learning into days of experiential learning.

ProjectMAN[®] simulations accelerate learning through targeted rapid simulations. Participants become fully immersed in simulated projects and in project learning exercises.

Experiential learning designs transform workshops – both instructional and consultative – into powerful multidimensional learning tools. Learning tools for planning, preparing, and ensuring project success. Learning tools developed from twenty years of professional project consulting.

Learning tools of Excellence delivered only by PETERS & company.



Controlling ExplosionsSM – Use project management principles for premier project performance. Build a foundation of project fundamentals. Define imperatives of project fundamentals: Result, Scope, and Performance. Identify desired Results. Isolate the Criteria for Success. Understand roles and responsibilities of different project players. Identify Issues: Risks, Decisions, Assumptions, Unknowns, and Imperatives. Plan Project Strategy, Tactics, and Key Methods. Understand Methods – how, when, who, with what. Completely identify Performance required to accomplish each element of Scope.

Instilling Planning Discipline – Participants look at a project from different points in time, from strategic, tactical, and operational references; to plan a project from all levels of reference; to schedule using linear and/or network techniques; and to utilize the plan, estimate, and schedule for executing and controlling a project.

Taming TimeSM – Use the Work Breakdown Structure to plan the project. Learn Precedence Diagram – Critical Path Method. Build Durations using six different techniques. Differentiate effort and duration. Calculate EST, LST, EFT, LFT, Total Float, Free Float, and Interfering Float. Understand Critical Chain theory. Build Buffers out of Float.

Estimating the Explosion!SM – Use Work Breakdown Structure in estimating. Translate Methods into effort into people cost. Understand levels of estimating and risk inherent in each. Identify risks within estimate. Define price risk, estimate risk, and productivity (people, tools, materials) risk. Estimate changes and cost of change. Differentiate between change in scope and change in practice (constructive) change. Build a budget from estimate.

Perpetual Improvement in Project QualitySM – Advocate a quality project environment founded on constructive values. Structure project quality initiatives extending into all elements of project delivery. Apply twelve quality concepts to the work of doing the project, to the project process, and to project management systems.

Negotiate the Project Management RapidsSM – Acquire commitment, support, and resources for project success. Define negotiation. Examine processes of negotiation. Establish and internalize values and principles of effective negotiation. Prepare, prepare, and prepare for beneficial results. Plan and practice excellent processes. Conduct productive project negotiations – internally and externally. Experience the interaction of responses during negotiation through simulations, exercises, and role-

playing. Mentally game your responses and those of others during the negotiating process.

Learn to Lead in HadesSM – Understand the thousand ways leadership surrounds and permeates project system. Differentiate leadership from other skills of project management. Realize importance of intentional communication. Experience fragility of teamwork. Practice interpersonal skills – teaching, coaching, mentoring, counseling, confronting. Use skills of leadership – visioning, enabling, ever improving, and instilling courage.

Creative ChaosSM – The Mystical Art of Managing Multiple Projects. This workshop embeds rigorous key multiple project competencies: multiple project processes, controlling metrics, multiple project management, organizational project processes, project team processes, and project leadership. Participants learn to: See a project process (each organization has a slightly different process for completing projects); Document each process; Ensure process fits the project. Understand big picture; Adapt project management to different types of projects in portfolio; Value estimating effort – know how much work it really takes; Identify issues in multiple projects that need to be addressed at the Strategic, Tactical, Operational, Task/Technology planning levels.

Mentoring for Project ExcellenceSM – Bi-monthly half-day workshops train mentors and improve project management skill sets. Participants will recognize and apply mentoring by teaching, coaching, and counseling in the core competencies for project leaders. Participants will develop action plans to improve personal mentoring of teams and individuals.

Project Diagnostic – A consultative workshop – a project leadership reaction course – designed for testing whether team members are ready to launch a project. Participants conduct an observed and evaluated simulation. Then generalize their experience to an upcoming project. This workshop would lead into Project Launch: Plan-to-Plan[®], Plan the Project, and Plan the Project Management. The workshop is technology-neutral with evaluations formal, informal or 360°.

Plan-to-Plan[®] - Projects! – Plan requirements at each level: Strategic, Tactical, Operational, Task, and Technology. Identify the issues: assumptions, definitions, information, opportunity, risks, imperatives, decisions, resolution, results, scope, and performance. Plan a Work Breakdown Structure for an actual plan.