



The Bayard Partnership

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Making a Difference

The Pragmatic Approach to Interim & Project Management

Fundamental Questions?

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1. Why do we need projects?
2. Why do we need project management?
3. What is the difference between successful and unsuccessful projects?
4. Why is it that so many projects, even if they do deliver their goals and objectives, still do not deliver real benefit to the company that commissioned them?

Nine Steps to Problem Solving

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The Departure Point:

- Step 1: What's the problem?
(Understanding and defining the current situation)

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- Step 2: Past Influences
(Looking at the past to understand how the current situation came about)
 - How did the business get to where it is today?
 - How did it get into this situation?

Nine Steps to Problem Solving

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- Step 1: What's the problem?
- Step 2: Past Influences

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- Step 3: Cash, Culture and Competence
(Examining your client's foundations)
 - Financial position & independence
 - Considering culture and its influence on change
 - Assessing the real human assets you have at hand

Nine Steps to Problem Solving

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- Step 1: What's the problem?
- Step 2: Past Influences
- Step 3: Cash, Culture and Competence

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- Step 4: Aspirations
(Understanding the long term objectives)
 - What are objectives of the business
 - What are the ambitions of its leaders?
 - Ensuring that any solution will be in line with the above

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- Step 1: What's the problem?
- Step 2: Past Influences?
- Step 3: Cash, Culture and Competence
- Step 4: Aspirations

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- Step 5: Decision Time
(Deciding what should be tackled first)
 - Is the business fully committed?
 - Finding the hidden agendas
 - Implementing processes to ensure good decisions

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- Step 1: What's the problem?
- Step 2: Past Influences
- Step 3: Cash, Culture and Competence
- Step 4: Aspirations
- Step 5: Decision Time

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- Step 6: Structuring the solution
(Building a solution plan)
 - Creating a project

Project Management Fundamentals

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- The Project Charter
- Confusing Milestones & Goals
- Building a detailed project plan
- The concept of a team

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- Step 1: What's the problem?
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- Step 4: Aspirations
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- Step 6: Structuring the Solution

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- Step 7: Resourcefulness, Recruitment & Commitment (Ensuring you have the right people, resources and commitment)
 - How to make the most of what we have
 - Ensuring commitment
 - Removing blockers

Nine Steps to Problem Solving

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- Step 1: What's the problem?
- Step 2: Past Influences
- Step 3: Cash, Culture and Competence
- Step 4: Aspirations
- Step 5: Decision Time
- Step 6: Structuring the Solution
- Step 7: Resourcefulness, Recruitment & Commitment

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- Step 8: Implementing the Solution
(Staying on track and focused on the objectives)
 - The triple constraint
 - Avoiding scope creep
 - Solving 'unsurmountable' problems
 - Long-term projects

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- Step 1: What's the problem?
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- Step 4: Aspirations
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- Step 6: Structuring the Solution
- Step 7: Resourcefulness, Recruitment & Commitment
- Step 8: Implementing the Solution

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- Step 9: Assessing the Results
(Measuring success)
 - Have we achieved what we set out to achieve?
 - Comparing results with our client's aspirations

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- Step 8: Implementing the Solution
- Step 9: Assessing the Results



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Our departure point is too quickly forgotten, our successes too quickly romanticized

“The secret to success is to ask the right questions and to listen to the answers”