Selling executives on project management

Business

Selling Executives on Project Management Please write Please write Please write Due paper The executives still do not believe in consultants because of the cultural leadership and status quo. In most organizations, executive do not listen because they do not understand the higher-level of projects. Most employees are only looking at lower-level picture. Additionally, it was evident that the culture of this organization was under immense pressure for competitive bidding. However, there was no analysis of the churn rate of vendors. Hence, vendors and the company itself got complacent. As a matter of fact, there was no fierce competition between vendors to win this bid, which is detrimental in any given environment. Heerkens (2002)Often times in a project, expectations are not met that are defined in scope and the WBS. Thus, creating contingency strategies is pivotal towards executing a successful project. One of the most pivotal contingency strategies is to have a high incremental cost of resources that continue to plague organizations. One of the strategies I would suggest is financial segmentation. The revenue stream is the focal point that one should examine at Levan. Budget discrepancies are one of the most difficult challenges to deal with when closing down a project because PMs must ensure that they close their projects without any discrepancies. Understanding the segmentation of financials is hectic because it requires signatures, higher authority decisions and collaboration. In midst of the project, most managers forget that budget discrepancies in the beginning can accumulate to be problematic at the end. This not only creates chaos in the project, but diminishes quality, resources and time.

The second element I would suggest is that to run more of an Agile environment rather than a waterfall. Agile methodology is one of the best

methodologies that have been implemented in the realm of e-commerce. Agile methodology allows organizations to harness growth, breed innovation, and define products that can be tangible and intuitive. One of the best elements of Agile is the fact that one can prototype. The rise of Agile methodology is likely to be more effective because it is very rapid and at the end of each sprint you have something testable and can be given to the client much quicker than waterfall. Heerkens (2002)The techniques that the group found effective were using wireframes and workflows because it is easier to visually understand information than to read 300 page documentation.

The third strategy I would suggest is managing change request. It is evident that managing change request is another huge issue that project managers have to be well-aware off. This is problematic because change requests are part of any project management. In order to manage change requests, project managers must collaborate with stake holders in order to remove any unclear understanding that dictates the goals and the objectives of the project. Controlling change requests for creating virtual servers or a software for instance would have to support the elements that the business case possesses can be cumbersome to manage when closing a project. A change request in essence should be handled through collaboration, understanding business needs, looking at prototypes and analyzing the crucial elements that drive the project (Lock, 2007). However during the closeout phase, this becomes very problematic. In any project, verifying scope becomes a huge elements as constraints are elements in every deliverables. As this project progresses, the Agile master will verify the project deliverables against the original scope. In addition, the project manager should serve as a mediator

between the business and the developing team. The Project Scope Management Plan provides all the information for the Project Management and ensures that the scope will be verified. It also gives guidance on how project scope will be managed. Manager must verify these deliverables are those items that have been finished.

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