



# Southern New England Chapter of PMI

Making Southern New England better through Project Management™

## April Chapter Meeting - Wednesday, April 20<sup>th</sup>

### 21st Century Skills in the Workplace: TLC (Team Building, Leadership, and Communication)

Crowne Plaza Hotel, Cromwell,  
CT - Essex Room

#### Agenda

- 5:00 - 6:00pm - Registration and Networking
- 5:30 - 6:00pm - Pre-Meeting Education Session
- 6:00 - 7:00pm - Business Meeting and Dinner
- 7:00 - 8:00pm - Main Presentation

Questions for this event: [Mark.Plotzky@snecc-pmi.org](mailto:Mark.Plotzky@snecc-pmi.org)

Registration: Deadline - Sunday April 17th at midnight

#### Pre-Meeting Education Session

**Enabling Peak Performance: Positive Psychology for Project Managers** by Carin Zinter

#### Main Presentation

**21st Century Skills in the Workplace: TLC (Team Building, Leadership, and Communication)**  
by Deborah Herting

#### Session Overview

TLC... teambuilding, leadership, and communication are interpersonal skills critical to success in the 21st century workplace. And, in today's global world projects are an integral component of doing business in a dynamically changing, uncertain, and complex marketplace. Learn what key interpersonal skills are most valued in

the workplace and how the human side of business remains critical to your personal as well as your company's success!

#### Biography

**Deborah Herting** currently works as a Project Manager with Aetna's Project Assessment Office. In 2010, Deborah founded The Deborah Group, to help people and their organizations maximize the powerful asset of human relationships.

A results oriented leader, Deborah has demonstrated accomplishments in domestic organizations of all sizes and multinational companies. She has a proven track record as someone who is detail oriented and dedicated to producing quality project outcomes within scope, schedule, and cost objectives. A strategic thinker who has vision within the organization, Deborah earned her M.S. in Organizational Dynamics from the University of Pennsylvania and participated in study abroad programs at the HEC Executive Education, Jouy en Josas, France and the ENPC School of International Management, Paris, France. Her book on the Human Side of Project Management will be available in April 2011.

**Deadline to Submit Election Nominations for the 2011-2013 Board of Directors is April 11<sup>th</sup>.**

*See Page 2 for details!*

#### In This Issue

- April Chapter Meeting - 21st Century Skills in the Workplace. 1
- President's Message . . . . . 2
- SNEC Elections . . . . . 2
- Quick Quiz . . . . . 2
- PM Conference Sponsors . . . . 3
- PM Conference Lunch & Learn 4
- PM Conference Bookstore . . . . 4
- PM Conference Workshops . . . 5
- PM Conference Schedule . . . . 6
- Meetings & Special Events . . . 8

#### MARK YOUR CALENDAR

- April 5th**  
[Fairfield County \(Stamford\) April Meeting](#)  
Tuesday · 5:30pm - 8:00pm
- April 7th**  
[SNEC Women in Project Management Meeting](#)  
Hartford  
Thursday · 4:30 pm - 6:30 pm
- April 8th**  
[Hartford Eastside Project Management Roundtable](#) -  
Glastonbury  
Friday · 7:30 am - 9:00 am
- April 11th**  
[Fairfield County \(Shelton\) April Meeting](#)  
Monday · 5:30pm - 8:00pm
- April 20th**  
[SNEC Monthly Chapter Meeting](#) - Cromwell -  
Wednesday · 5:00 pm - 8:00 pm
- April 28th and April 29th**  
[SNEC-PMI Annual PM Professional Development Day](#)  
Half-day Pre-Conference Workshops and Full Day  
Conference  
Thursday · 12:00pm - 4:00 pm  
Friday · 8:00am - 6:00 pm  
Connecticut Convention Center
- June 15th**  
Special Event - [Lean Six Sigma Yellow Belt Training](#)  
Wednesday · 7:45 am - 5:00 pm

[www.snecc-pmi.org/events](http://www.snecc-pmi.org/events)



**President's Message**

*By Norm Prevost, PMP*

**Sharpen the saw!**

Have you heard the expression “*sharpen the saw*” before? If you have, you know what I’m talking about. If not, it’s from Stephen R. Covey’s “The 7 Habits of Highly Effective People.”

*Sharpen the saw* is habit # seven, and is all about personal renewal; a habit that surrounds all the others and makes them possible. It is about renewing the four dimensions of your nature; physical, mental, spiritual and social/emotional. In today’s economy and business climate it is extremely important to keep yourself on top of your game. We can help you with sharpening your mental and social/ emotional dimensions.

Many people stop formally learning once they leave school. As project managers, we appreciate the need to keep learning and benefiting from the experiences of others. At SNEC, we strive to assist you in filling that need and sharpening your saw. This year alone, we offer our one and a half day Conference at the end of April, three full day sessions on “Effective Communications”, “Lean Six Sigma” and one yet to be named. We have evening meetings in Cromwell, Springfield, and Fairfield County (in both Stamford and Shelton.) In addition, we offer our Women in Project Management and Hartford Roundtable series.

The social/emotional dimension is relatively easily refreshed – you do it every day in your interactions with others. But you may have to push yourself in areas such as public speaking or in mastering how to deal with difficult situations. SNEC can help you *sharpen the saw* with our networking sessions before our evening meetings and opportunities to present at our evening sessions and our one-day conference.

If you have never read Mr. Covey’s book, I urge you to check it out. It is one of the best self-help books out there. As always, if you have any questions, comments or suggestions, please let me know.

Norm

**SNEC Elections**

***Deadline for Nomination Submission is April 11th***

We are in the final weeks of our call for candidates interested in serving our community on the SNEC Board of Directors

- Are you ready to demonstrate your leadership skills supporting our PM profession?
- Do you want to help make the SNEC the best organization it can be?
- Are you interested in running for the Board?
- Are you a member in good standing?

It's time to consider your leadership qualities and experience that you can bring to strengthen our Board of Directors and the SNEC Chapter. It is our volunteer leaders that make a difference in our community and our region. You can be one of those leaders!

The SNEC-PMI elections will be held this year from April 20 - May 4. If you are qualified and interested we ask that you to submit a statement of interest to [Nominating.Committee@snecc-pmi.org](mailto:Nominating.Committee@snecc-pmi.org) no later than April 11, 2011.

The Statement of Interest form can be found on our web site. For more information or questions, feel free to contact Fred Johnson on his cell at 203-676-9687 or via email at [fred.johnson@snecc-pmi.org](mailto:fred.johnson@snecc-pmi.org).

*“To accomplish great things, we must not only act, but also dream; not only plan, but also believe.”*  
 ~Anatole France

**Quick Quiz**

by Barbee Davis, MA, PHR, PMP

We are a very small, but expanding manufacturing organization that has business agreements with a number of vendors, including temporary contractors. How can we convert this into a manageable process with so much data to retain?

- A. Purchase an online, third-party database that will automatically make your procurement decisions for you.
- B. Draw a narrow strip down the right side of the paper using a different color and pattern for each entity you consider and hire. Place each vendor's information on its own unique paper type.
- C. Ask each vendor to prepare a folder on their own strengths and weaknesses and to maintain the dates, times, people they talked to and any contracts they have with you for a period of seven years.
- D. Develop sound processes for procurement, hiring and closeout, and maintain paper records until you are profitable enough to invest in an automated database.

[Check Your Answer](#)

## Thank You PM Conference Sponsors!

### *The Passion and Power of Project Management™*

SNEC-PMI would like to take this opportunity to thank our current 2011 Sponsors. These Sponsors understand the value of Project Management and its disciplines, and SNEC is thrilled to have them be a vital part of this year's SNEC-PMI Conference. As a participant to the conference, you will have the opportunity to visit and interact with our sponsors. Join us in welcoming the following:

#### PLATINUM SPONSOR:



#### GOLD SPONSORS:



#### SILVER SPONSORS:



***The Passion and Power of Project Management™*****LUNCH & LEARN**

Additionally we are excited to once again offer two separate "Lunch and Learn" sessions. Both these Lunch & Learn Sponsors are new to the Conference this year and based upon their individual themes should prove to be extremely entertaining and engaging.

*Seating is limited for each session and is on a first-come, first-serve basis!* If you are interested in attending, [tickets must be obtained](#) at host sponsor **PM Evolution** and **Passionate Project Management** exhibit booths. Lunch will be provided at these sessions, and earn an additional 1.0 PDU.

**PM Evolution: Microsoft Project 2010 UNPLUGGED**

(Room 16)

During this jam-packed Lunch & Learn experience, Connecticut's local authority on Microsoft Project, PM Evolution, will be providing a live demonstration of Project 2010's time-saving, Excel-mimicking, team-collaborating and simplified report-mastering features (and more!). This is something that no Project Manager should be without.

**Passionate Project Management: The Passionate Project Manager - Key Strategies for Ensuring Project Success**  
(Room 17)

This entertaining and engaging presentation provides project managers with real-world information and immediately applicable techniques for:

- Securing the best resources
- Energizing their team and stakeholders
- Achieving project objectives
- Contributing to the overall strategic direction of the organization.

**SNEC-PMI OFFICIAL PM BOOKSTORE**

If you're looking for a calmer, easier and more user-friendly way to shop for project management books, you are in luck - The Project Management Bookstore is the official bookstore onsite at the 6th Annual SNEC-PMI Project Management Conference April 29th, 2011!

Besides offering the best Project Management books in existence, they feature books focusing on a range of topics, including PM Fundamentals, Certification Prep, Virtual Teams, Communication, Time Management, Program Management, Leadership, Requirements and PMOs - as well as a variety of soft-skill areas. They also offer an Author Webinar Series to earn Professional Development Units (PDUs) for FREE!

Visit the Project Management Bookstore at this year's PM Conference event to learn more and register to win a gift certificate.

**IT'S NOT TOO LATE TO BE A SPONSOR!**

If you or your company has ever thought about exhibiting during the SNEC-PMI Annual Conference, now is the time!

We offer individual display areas at the event where Sponsors can interact with attendees throughout the day. This is a great opportunity for you to reach out to a diverse group of professionals and demonstrate your contribution to the discipline of Project Management.

Time is running out! If you would like more information about Sponsorship Opportunities please reach out to Randall Van Sweden at [Randall@RVSCommerceConnection.com](mailto:Randall@RVSCommerceConnection.com). RVS Commerce Connection is a new company developed to focus on building sponsor partnerships with not-for-profit/non-profit organizations. SNEC-PMI has brought Randall Van Sweden on board to help optimize your sponsorship experience.

## Latest News from the SNEC PM Conference Committee

### WORKSHOPS - THURSDAY AFTERNOON, APRIL 28TH, HALF DAY SESSIONS

#### *Going Commando: Applying Special Forces Tactics to Improve Project Delivery* by Bill Fournet

Globalization ... social media ... 24/7 work week ... multi-generational workforce impacts. Over the past decade all of these have had major impacts on business and the projects delivered in support of them. Now, an impact in another economy can ripple through the world overnight. This accelerated dynamism calls for new approaches to team management and this fundamentally affects project teams. Command and control management processes cannot address the real-time situational change that project teams face today. Repeatability through detailed procedures create slow-moving teams that cannot adapt to change in a disciplined way. Project team management can no longer operate like an army division. It needs to operate like a Navy SEALs team. This workshop focuses on building project teams and interpersonal relationships that are disciplined while maintaining flexibility, adaptability and agility. There are Special Forces processes and techniques that can create a focused, powerful delivery team.

**Bill Fournet**, who is hailed by colleagues as an accomplished rising entrepreneur, takes the same innovative approach to his programs as he does to The Persimmon Group LLC, the company he founded and leads today. Bill, a member of the National Speakers Association, is a highly professional yet personable speaker whose youthful energy coupled with a matter-of-fact style has demanded repeat engagements from leading corporations and associations.

#### *Organizational Politics for People Who Hate Politics* by Rick Brenner

Have you ever felt powerless to implement an important new idea? Have you ever been "blindsided" at a meeting? Have you ever lost two good employees because you could find no way to keep them from attacking each other? These are some of the issues of organizational politics.

##### Learning objectives:

- Recognize that workplace politics is not a game. Understand how politics and games are different.
- Increase awareness of politics and its role in day-to-day interactions
- Recognize ten devious political tactics and how to deal with them
- Learn how to make person-to-person and email communication more effective
- Learn how to avoid the ten common failure modes for meetings
- Learn how your place in a meeting room affects your ability to influence the meeting

This program emphasizes insights and techniques for managing political situations that arise in everyday workplace interactions. The skills transferred are both "horizontal" and "vertical."

**Rick Brenner** is principal of Chaco Canyon Consulting. He works with people in dynamic problem-solving organizations that are making products so novel or complex that they need state-of-the-art teamwork and stronger relationships among their people. In his 25 years as a software developer, project manager, software development manager, entrepreneur, consultant and coach, he has developed valuable insights into the interactions between people in complex dynamic environments.

#### *Deadliest Catch: Risk Identification in the Vast Bering Sea* by Larry Winters, PMP

Risk identification is not a new concept in project management. However, project teams continue to be challenged with the early identification of risk in the project process and spend far too much time reacting to problems. Project managers can do a better job of applying proactive behavior to projects, anticipating potential risks and planning accordingly. One way to accomplish this proactive behavior is to understand the limits of a team's ability to identify risks common across projects, organizations and industries. Using the popular Discovery Channel series, *Deadliest Catch*, this presentation provides a simulated risk identification exercise in an interactive team setting.

This session provides participants with a clear delineation of what is and is not a risk through an interactive team simulation illustrating the limits of risk identification. Using an engaging, comparative analysis from past and current participants, clear action plans and next steps are identified based on data gathered from hundreds of project managers over the past three years.

A member of the National Speakers Association, **Larry Winters** is an entertaining and sought-after speaker whose conversational style makes him a hit with all audiences. His easy-going manner belies his extensive knowledge and intense work ethic. Larry, who has a proven track record for leading virtual teams and increasing organizational effectiveness, is a PMP.

#### *Universal Strategies for Compelling Communication* by Halina St. James

As a project manager you are a leader. One of your most important leadership skills is how you communicate. This workshop is about unleashing your power to lead by speaking with confidence and power. We created and trade-marked The TalkitOut™ Technique to help people deliver compelling messages that get remembered. The technique makes nervous speakers good - and good speakers great. And it happens very quickly. Learning Objectives:

- Deliver your strategies credibly and confidently to any audience
- Harness your leadership power by using the TalkitOut™ Technique to plan, structure and deliver your messages
- Engage and hold any audience by understanding and using the Three Languages of Communication (Body, Spoken and Inner) to maximize your Communication Impact
- Make your message stick, thereby guaranteeing proper implementation. People who have learned the technique say it transforms their ability to engage and hold an audience. More than that, it changes them as communicators.

The TalkitOut™ process helps them find their true voice. And that gives them the confidence to speak and lead with passion and conviction.

**Halina St James** is a former network television news reporter and producer whose assignments included the first Gulf War, the Romanian Revolution and the Olympic Games in Atlanta, Barcelona and Lillehammer. She developed the TalkitOut™ Technique to train broadcasters and has coached leaders in business, politics and government to unleash their power as speakers.

**2011 PROGRAM SCHEDULE**  
*The Passion and Power of Project Management™*  
 Connecticut Convention Center, Hartford, CT

**Friday, April 29, 2011**

Note: You can attend presentations from ANY of the tracks below. Pick one presentation from each session when planning your day!

Professional Development Day for Project Managers					
7:00 - 8:00	Registration, Networking, and Continental Breakfast - Ballroom				
8:00 - 8:15	Opening Remarks - Ballroom			Exhibition Hall Opens	
8:15 - 9:15	Opening Keynote Address - Ballroom A/B <i>WINGMAN LEADERSHIP - How to Build a Culture of Courage in Business and Life</i> Lt. Col. Rob "Waldo" Waldman				
9:15 - 9:30	Break (15 mins)				
	Meeting Room 26-27	Meeting Room 21-23	Meeting Room 11-13	Meeting Room 24-25	Meeting Room 14-15
SESSION A 9:30 - 10:30	PMI Professional Ethics - Resolving Ethical Dilemmas in the Workplace  Claire DeCusati	Project Sponsorship - Managing the Executive Role in Project Excellence  Charles Jones, PMP	Is Your NET Really Working? How to Step Out of Your Comfort Zone and Make a Lasting Impression Where it Really Counts  Bob Dickson	Managing Virtual Teams for Real Results  Rick Brenner	Managing Conflict - Stepping Back to Mindfully Achieve Win-win Results  George Pitagorsky
10:30 - 10:45	Break (15 mins)				
SESSION B 10:45 - 11:45	Interviewing Techniques  Edward Olsen	Implementing Winning Strategic Sourcing and Outsourcing Initiatives Using Project Management Skills and Disciplines: Lessons Learned and Critical Success Factors  Dr. Gad Selig	Proactive Testing™ - Project Manager's Success Secret  Robin Goldsmith	Visualizing Your Process with a Kanban System  Brian Bozzuto	Keys for Success in using a Global Delivery Model (GDM)  Dave Roy Amit Unde
11:45 - 12:00	Break (15 mins)				
12:00 - 1:00	Room 16: Lunch & Learn:  Passionate Project Management	Lunch and Networking - Ballroom A/B  Exhibits - Prefunction Area			Room 17: Lunch & Learn:  PM Evolution
1:00 - 1:15	Break (15 mins)				
SESSION C 1:15 - 2:15	Project Management to Leadership - The Role of Emotional Intelligence  Shobhna Raghupathy	Project Manager As Agile Change Agent  Brian Bozzuto	Consulting Secrets for Project Managers  Steve Martin	Career Resilience for PMs  Lisa DiTullio	Delivering Successful Projects ...Every Time  Victoria Kumar
2:15 - 2:30	Break (15 mins)				
SESSION D 2:30 - 3:30	Interpersonal Skills and How to Help Your Team Develop What It Takes to Get Things Done  Bob Dickson	The Top Five Microsoft Project Pain Points and How to Solve Them  Matthew T. Davis John Riopel	Beyond the Timesheet - the move to Social Project Management  Michael Leser	Project Risk... Managed  Susan Parente	TBA  TBA
	Meeting Room 26-27	Meeting Room 21-23	Meeting Room 11-13	Meeting Room 24-25	Meeting Room 14-15
3:30 - 3:45	Break (15 mins)				
3:45 - 4:45	Closing Keynote Address - Ballroom A/B <i>How Will You Spend Your 28,000 Days?</i> Gilda Bonanno				
4:45 - 5:00	Closing Remarks - Ballroom				
5:00 - 6:00	Conference Reception- Pre-Function Area				

General Sessions	Soft Skills	PM Tools	PM Best Practices	Methodologies
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## Answers to this issue's Quick Quiz

**Answer: D. Develop sound processes for procurement, hiring and closeout and maintain paper records until you are profitable enough to invest in an automated database.**

Many new companies quickly collect stacks of necessary documents, but are baffled by how to categorize and store them until they reach a success level where automation becomes possible. There is no shame in remaining with paper documents if they are organized and stored in a way that makes them accessible and allows them to be useful to your future projects.

One way to organize effectively is to color code. You have three types of purchasing: procuring supplies, purchasing pre-assembled sections for your product, and jobbing in contractors. Each type could be assigned a different color file folder; for example, green, purple and orange.

Create your own systems procurement templates with a weighted criteria selection scale for each type of purchase. Adopt a star sticker system to be displayed on the outside of each folder. For example, perhaps a criteria selection score of 80 -100 percent = five stars; those earning 60 - 79 percent = four stars, whereas 40 - 59 percent = 3 stars, and so on.

Let's take the bids for office supplies. Get bids from the contenders, rate them on your criteria selection system, mark their green folders with their names on the file tab, then bring the top three in for interviews and take good notes. Mark each folder along the front upper left-hand corner with the stars they earned.

Find a second large sticker type with good durability. Place this sticker on the front upper right-hand corner of the winning vendor's folder. Place the winners in one file location you can access easily and often and the contenders not chosen in another file drawer or site. Both the winning vendor and all of the contenders will have information filed about them in their folders, but be sure the winner also has:

- Interview notes complete with your reasons for hiring them
- Tax information, copies of certifications or other requirement documents
- A list of important dates and deadlines for the purchase, shipment or start date
- The physical address, mailing address, e-mail address and telephone contact information for the key players

- Your signed contract with the type of contract written in big letters at the top, such as FIXED PRICE, LATE PENALTY or HOURLY RATE.

When you close out this contract or association, you must update your files with how successful you feel this relationship was and the details of any issues or changes you would want to make next time. Now, when you need to make your next purchasing decision, you can take a fresh look at your contenders with the most stars for a quick start. If you keep consistent data in all of your folders, as your business succeeds it's easy to use this process to research and select a relational database for you procurement selection process. Hire someone to type the data from your current folders into your new database, and you will be ready to go.

Procurement is the biggest cost category after payroll, particularly for an organization just starting out. Ensure that you carefully protect your own growth and profitability from the start with well-organized procurement files.

*Barbee Davis, MA, PHR, PMP, owns Davis Consulting, a published author, speaker, writer of training materials and a regular contributor to the PMI Community Post publication.*

## Come Have Fun with Us as an SNEC Volunteer!

Come join us and have fun while earning PDUs, networking with the best PMs in New England, and growing the chapter! Whatever you like to do, SNEC-PMI has a volunteer spot for you:

- Plan, manage, or support a meeting or event (Programs, Special Events, or Continuing Education)
- Promote SNEC-PMI and project management with companies, schools, and organizations outside SNEC-PMI (Outreach)
- Get the word out about SNEC-PMI to members and prospective members (Communication)
- Network like crazy with other PMs (Membership or Volunteers)
- Work on the back-office functions that keep the chapter running (Operations)

Volunteers help SNEC-PMI add value to its members and the community. This is an important job with lots of opportunity to network with some of the best project managers in the area, the SNEC-PMI volunteers!

If you would like to join us, please take a look at the [current list of opportunities](#) on our website.

## SNEC-PMI MEETINGS AND SPECIAL EVENTS

### Hartford Eastside Project Management Roundtable April 8th

**Friday, April 8th from 7:30am to 9:00am. One PDU**

**Location:** American Eagle Federal Credit Union Glastonbury Administration Center - Training Room A  
20 Western Blvd  
Glastonbury, CT 06033

The next Hartford Eastside Project Management Roundtable will be held Friday, March 11, 7:30 - 9:00 a.m., at American Eagle Federal Credit Union Glastonbury Administration Center, 20 Western Blvd, Glastonbury, CT. The roundtable is an opportunity to network with your colleagues in an informal setting, discuss project management topics, and earn a PDU at no cost. Coffee and tea are available.

One of the topics that we will discuss will be cost estimating. If time allows, we will discuss a second topic of the participants' choosing. If you plan on attending, please contact Sarah Schneiderman at (860) 568-2020 ext 5447 or [sarah.s@aefcu.com](mailto:sarah.s@aefcu.com). Online pre-registration is not required.

Each month, the Hartford Roundtable Topics include discussions such as:

- How to convince management of the value of project management
- Selling the worst case (realistic) schedule
- Virtual project management
- The fight for resources

*If you think you'll attend or would like to make a presentation (20 minutes maximum), please contact Sarah Schneiderman at (860) 568-2020 ext 5447 or [sarah.s@aefcu.com](mailto:sarah.s@aefcu.com). If you are a PMP and make a presentation, you can earn 5 easy PDUs.*

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### WOMEN IN PROJECT MANAGEMENT April Meeting

**Thursday - April 7, 2011, 4:30pm - 6:30pm. One PDU**

**Location:** The Hartford (Great Room, Floor 7)  
55 Farmington Ave., Hartford, CT  
Free parking directly across the street; sign in with Security.

**Cost:** \$10

**Registration:** Deadline - Sunday, April 3rd, Midnight

**Presentation:** *Using your Project Management Skills to Save and Invest During an Economic Downturn* by Rich Rapp

While many of us are very good at making our project management skills achieve professional success, we can sometimes forget that those same skills can be used to help us achieve personal goals as well. Planning for a sound financial future can help you reach your short and long term goals, but it does take careful planning and diligence. Rich Rapp, CFP, ChFC will talk about several ideas that can help you reach your long-term goals in the face of difficult circumstances. He will talk about setting expectations, determining your risk tolerance, establishing a time horizon, building a diverse portfolio and finally managing that portfolio! It's important to be involved in the process. He will offer a relaxed and enjoyable discussion.

**Rich Rapp** is a CERTIFIED FINANCIAL PLANNER™ professional with the Certified Financial Board of Standards, an independent professional regulatory organization, and a Chartered Financial Consultant with the American College.

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### TWO SNEC FAIRFIELD COUNTY MEETINGS IN APRIL!

**Stamford - Tuesday, April 5, 5:30pm - 8:00 pm**

**Location:** Synapse Group Inc., 225 High Ridge Road, East Building, Stamford

#### Agenda

5:30 - 6:30 pm - Registration and Networking

6:00 - 6:30 pm - Pizza Dinner

6:30 - 8:00 pm - Main Presentation (earns 1.5 PDU)

**Cost:** SNEC Members - \$12; non-members - \$15

**Event PM:** Laura Frank, [lfrank@synapsemail.com](mailto:lfrank@synapsemail.com)

**Registration:** Deadline - Sunday, April 3rd, Midnight

**Presentation:** *Employee Motivational Techniques for Project Managers* by Dr. John Byrne, PMP

**Shelton - Monday, April 11, 5:30pm - 8:00 pm**

**Location:** Huntington Library (Barbara Clover Room), 41 Church Street, Shelton

*Continued on page 9*

*Continued from "Shelton April 11", page 8*

### Agenda

- 5:30 - 6:30 pm - Registration and networking
- 6:00 - 6:30 pm - Pizza dinner
- 6:30 - 8:00 pm - Main presentation (earns 1.5 PDU)

**Cost:** SNEC members - \$12; non-members - \$15

**Event PM:** Joe Carfagno, [jcarfagn@ur.com](mailto:jcarfagn@ur.com)

**Registration:** Deadline - Sunday, April 10th, Midnight

**Presentation:** *Brand Yourself in Today's Workplace - How To Toot Your Own Horn Without Blowing It* by Rich Gee

## SNEC PMP EXAM PREP COURSE NEW BRITAIN, CT

**Saturday, May 7 through Saturday June 11**  
**9:00 am - 5:00 pm**

**Location:** Central Connecticut State University, Robert A. Vance Academic Center  
1615 Stanley Street, New Britain

**Cost:** SNEC-PMI members - \$849, non- members - \$999.

**Registration:** Deadline - Monday, May 2nd, Midnight (*Seats are limited and there are no walk-ins allowed*)

This five day intensive course based on the PMBOK 4th Edition will run every Saturday from May 7th through June 11th, from 9:00 am to 5:00 pm. No class on May 28th.

A training material binder, PMBOK 4th Edition, and Rita Mulcahy *PMP® Exam Prep - Sixth Edition* will be provided along with a continental breakfast, break beverages, snacks and lunch. The total course training contact time is 35 hours, which is one of the requirements to take the PMP exam. Review the [PMP eligibility requirements](#) prior to registering.

Questions? Contact Eileen Patjens, VP Continuing Education at [Eileen.Patjens@sneec-pmi.org](mailto:Eileen.Patjens@sneec-pmi.org).

## SNEC PMI SPECIAL EVENT - LEAN SIX SIGMA YELLOW BELT TRAINING

**Wednesday, June 15, 2011 7:45 am - 8:00 am**

**Location:** [Crowne Plaza Hotel](#), just south of Hartford in Cromwell, CT

**Cost:** \$279 per person for SNEC PMI Members, \$309 per person for non- members (cost includes all day session, breakfast, lunch, snacks and beverages PLUS a free book!)

**Registration:** Deadline - Sunday June 12th, Midnight

### Agenda

- 7:45am - 8:00am - Registration, Breakfast & Networking
- 8:00am - 5:00pm - Lean Six Sigma Yellow Belt Training presented by: David J. Dirks, CEO and co-founder of AVR Associates. A one day training event leading to a Lean Six Sigma Yellow Belt Training Certificate and 8 PDU's

Now is the time to gain new skills and hone your current skills. Six Sigma, or fact based management is a major topic of interest in most companies in this competitive environment. 2007 marked the twentieth anniversary of Six Sigma.

The program grew out of a process improvement effort between Motorola and Unisys. It has evolved to become a major force the set of tools a company or individual may use to improve business performance. Roughly 50% of Fortune 500 companies and over 80% of Fortune 100 companies have active Six Sigma programs. It is increasingly used in service (non manufacturing) environments to improve processes and business performance. Whether a company is actively involved in implementing Six Sigma or not, the philosophy of managing by fact, using proven tools and following an agreed upon discipline is very useful.

This fast paced, one day seminar gives students a basic understanding of Six Sigma, what it is and what it is not. The entry level into the Six Sigma discipline is the "Yellow Belt", which is designed to provide a general orientation and prepare individuals to recognize and meaningfully participate in Six Sigma efforts. This class will provide an excellent opportunity to learn the basics of the Six Sigma methodology and how you can put it into practice in your daily work and your career, whether your are involved in an active implementation or not.

### *Learning Objectives:*

- Understand the benefits and implications of the Six Sigma methodology and its significance in the business environment
- Be able to communicate and understand Six Sigma language and terms
- Use the Six Sigma rating to evaluate the capability of a process or organization
- Understand the use and critical factors within the DMAIC process

*Continued on page 10*

Continued from "Lean Six Sigma Yellow Belt"

- Recognize organizational critical success factors in implementing and maintaining a Six Sigma implementation
- Understand and apply basic Six Sigma tools such as process flow charting, value stream mapping, SIPOC, Pareto Chart, Histogram, Trend Chart, Fishbone Diagram, 5 Whys, FMEA, and others.

**David Dirks** is currently CEO and co-founder of AVR Associates, a company focused on the practical use of Project Management, Six Sigma, Portfolio Management and Management of Change. He has over 40 years of industry experience in Industrial Engineering, IT Systems development and management, Document and Knowledge Management systems development and implementation and Executive Consulting. He's been a PMP and member of the Project Management Institute Mile - Hi Chapter since 2000, and is a Six Sigma Master Black Belt.

*Questions?* Contact Laurie Codianne, PMP, at 203-758-3577 (evenings) or via email at [lcodianne@isp.com](mailto:lcodianne@isp.com).

## SNEC-PMI PMP UPDATE

*Congratulations from our Board of Directors and our Membership to the newest PMPs in our chapter:*

**Donna Dombrowski**

**Sameh Elbastawisy**

**John Fecteau**

**David Jean-Louis**

**Ann Massarone**

**Justin Navarro**

**Josh O'Neil**

**John Peters**

**Mark Plotzky**

## NEW SNEC-PMI CHAPTER MEMBERS

as of March 2011

Briana Alexander	Cheri Evans	Anup Mehta
Julie AmRhein	John Fecteau	Guilaine Menefee
Tobi Andrews	John Fleming	Heather Miner
Mark Barrera	Jeffrey Francis	Joseph Mora
Stephanie Barrera	Steven Fruchtman	Wali Muhammad
Thomas Bazzano	Susanna Ganci	Josh O'Neil
Kimberly Biggs	Amol Godbole	Ashit Pandit
Lawrence Boblas	Christopher Goggin	Julie Paradise
Cynthia Boettger	Anantha Gopalan	Liana Pernes-Muthig
Prasad Bolineni	Erica Gorman	Ann Phillips
David Bolner	Samalid Hogan	Keyur Shah
Anthony Brown	Jeffrey Romayko	Kruti Shah
John Burnap	Isaac Joseph	Justin Shanley
Giriesh Buttan	Martin Katzmann	Rajesh Singh
Brigid Carney	Ashutosh Khisti	Matthew Steinbroner
Gerald Castano	Carol Killian	Terence Sullivan
Craig Chicoine	Eric Kitik	Lu-Cheng Sun
Darleen Coppola	George Klein	Henry Tessier
Thomas Davis	Haritha Koleti	Saideswara Vadlamudi
Caroline Delphia	Lawrence Konopka	Romeo Wong
Elizabeth Dillon	Edmund Lizotte	Stefan Zavatone
Donna Dombrowski	Peter Lutz	Ewa Zofka
Pearl Espino	Thomson Mallayil	

## Seeking your PM Tips, Techniques or Experiences!

The SNEC-PMI Newsletter aims to reflect our outstanding membership.

Please feel free to submit a tip, technique, or experience that you have found particularly helpful as a project manager. Submit your tip (50-250 words) to our editor at [content@sneccpmi.org](mailto:content@sneccpmi.org).

All tips are subject to change at the discretion of the editor.

## SNEC-PMI QUICK MEMBER FACTS

As of March 2011 there are **1,638** members in our Chapter!

**Correction:** Teresa Vegliante was misidentified in last month's picture - here is a summary of the article and her picture:

### VOLUNTEER SPOTLIGHT - VOLUNTEERS MAKE A DIFFERENCE!

**Teresa Vegliante**, PMP and Chairperson of the Sponsors Committee for the annual SNEC-PMI Professional Development Conference 2008-2011



Teresa Vegliante, PMP

A native of Connecticut now residing in Branford. Teresa holds a BS in Psychology from Tufts University and an MBA from Fairfield

because, "I wanted to interact with others in the field outside of the office," she states, "but was finding it difficult to attend a lot of SNEC chapter meetings." She joined the Sponsorship Committee, originally lead by Roy Nuss, which is responsible for attracting and facilitating the sponsors that support the annual convention.

University with a concentration in IT. Teresa has held a variety of IT positions at People's United Bank since starting there in 1997. Citing Sue Bascom-Erazmus as an influential mentor, Teresa transitioned to a PM role and has been a PMP since 2002. She is now a Lead Project Manager at People's. Teresa got involved in SNEC after attending the first annual SNEC-PMI Professional Development Conference in 2006. She decided to volunteer for SNEC

In 2007 Teresa joined the Sponsorship Team, and in 2008 took on a leadership role and has been leading this committee ever since. She says "I am most proud of building a successful and repeatable process." The outcome, she further explains, is an event that is good for the attendees, sponsors and committee members alike, while providing a significant financial benefit to the Chapter.

**Registration for the 2011 SNEC-PMI Workshops and Professional Development Day - *The Passion and Power of Project Management™*** is closing on April 15th at midnight! This event has attracted up to 800 PM professionals over the years - *make sure to reserve your place before time runs out!*

[Click here for registration details and options!](#)

### QUICK LINKS

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