



Southern New England Chapter of PMI

Making Southern New England better through Project Management™

Chapter Meeting - Wednesday, November 16th *Estimating - Adding Discipline to your Guesses*

Crowne Plaza Hotel, Cromwell,
CT - Essex Room

Agenda

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

PM for this event: Joe.Ryzewski@uinet.com

Registration: Deadline - Sunday November 13th at midnight.

Pre-Meeting Education Session

Build your Confidence by Estimating and Mitigating Personal Risk

by Deborah Ketai, PMP

Your confidence ripples outward to your teams, sponsors, and stakeholders. Lack of self-confidence can sink both our projects and your career. This presentation introduces you to the concept of "perceived personal risk" and its effect on self-confidence in the business arena. You will learn to refocus traditional risk management techniques - particularly decomposition and estimation - to identify and mitigate perceived personal risk.

Main Presentation

Estimating - Adding Discipline to your Guesses by Charles Jones, PMP, CBCP, Strategy and Risk Manager

Effective estimating is critical to successful projects, but establishing a

repeatable process that generates confidence in your estimates with your sponsors can be a challenge. One important step in this process is to establish an easily explained background that creates a context for your estimates.

Objectives

Attendees will review key concepts on project estimating and learn tips and techniques for creating estimates which are tied to the WBS deliverables.

Experience and Background

Charles Jones, PMP, CBCP is currently the Strategy and Risk Manager for The UIL Holdings Corporation. He has over 25 years of project and risk management experience in a variety of business environments.

SNEC-PMI SPECIAL EVENT

Wednesday - March 21, 2012

Dr. Jerry Brightman - Sustainable Leadership: The 10 Most Important Leadership Skills for Successful Projects

See Page 2 for details!

Save the Date!

SNEC 7th ANNUAL PM CONFERENCE AND WORKSHOPS

Full Day Conference - Monday April 30, 2012

Half Day Workshops - Tuesday May 1, 2012

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MARK YOUR CALENDAR

November 8th

Western MA PM Forum Meeting, Springfield

Tuesday 5:30pm - 7:30pm

November 15th

Fairfield County (Stamford) Meeting

Tuesday 5:30pm - 8:00pm

November 16th

SNEC Monthly Chapter Meeting, Cromwell

Wednesday 5:00pm - 8:00pm

December 8th

Fairfield County (Stamford) Breakfast Meeting

Tuesday 7:30am - 9:00am

December 9th

Hartford Eastside PM Roundtable

Friday 7:30am - 9:00am

March 21, 2012

Sustainable Leadership: The 10 Most Important Leadership Skills for Successful Projects - Cromwell

Wednesday 7:45am - 5:00pm

April 30 and May 1, 2012

SNEC Annual PM Professional Development Day

The Passion and the Power of Project

Management™

Full day Conference: Monday 8:00am - 5:00pm

Half day Workshops: Tuesday 8:00am - 12:00pm

Connecticut Convention Center, Hartford

www.sneccpmi.org/events



President's Message

By Norm Prevost, PMP

Where did the time go? Can you believe it is November already?

In my plan for 2011, I didn't envision time going by so quickly. Has this happened to you, either personally or on a project you were working on? What did you do? How did you adjust your schedule? Eliminate scope? Add resources? In my personal life, I would reduce scope; and some things simply won't get done. As in any project, the first thing you need is a realistic plan, something achievable and not overly optimistic - but at the same time, challenging.

I mentioned last month that SNEC's leadership group was dedicating a Saturday to strategic planning. On October 15, twelve of us gathered in a conference room and looked at where we are, where we have been, and where we want to be. By lunch time, we had identified approximately 12 initiatives - way too many for a group of volunteers with limited time to complete and still deliver the events you have come to count on. So, we did what every project team should do; identify the priority items to support and continue to offer, then outline the resources and operational requirements needed to make those events happen, and begin to fill in gaps. Additionally, we prioritized three of the twelve initiatives as focus goals.

Our portfolio leaders have until the end of the year to complete those assessments, identify the gaps that need to be filled and detail the specific resource requirements needed. Position descriptions will be written; we will be looking for your help to volunteer and continue to make this chapter one that reflects your interests and provides the resources you need. We will run these initiatives like any PM project - a PM will be assigned and he or she will need to recruit volunteers to make them happen. Be on the lookout for opportunities, and contact us with any ideas or interests you have for participating in, and contributing to, SNEC!

2012 is shaping up to be exciting as well as busy! I wish and your family all the best as we enter the holiday season.

- Norm

MARK YOUR CALENDARS FOR THIS 2012 SNEC SPECIAL EVENT

Sustainable Leadership: The 10 Most Important Leadership Skills for Successful Projects

by **Dr. Jerry Brightman**

President of The Leadership Group (TLG)

Date: Wednesday, March 21st, 2012, 7:45 AM to 5:00 PM. Same date and location as the Chapter Meeting!

Location: Crowne Plaza Hotel, Cromwell

Cost: \$279 for SNEC members; \$309 for Non-SNEC members. Cost includes breakfast, lunch and snacks.

PDU: 8

We know what leadership is, and when asked will most likely give a correct answer. However, the answer is rarely complete, given the breadth and depth of what leadership is all about. Dr. Jerry Brightman has 20 years experience in working with Project Managers globally and has discovered at least 10 key leadership skills and methodologies that link directly to project management success.

These include:

- Personal Mastery and Self-Awareness
- Creating a Shared Vision
- Challenging the Status Quo
- Creating Teams that Learn
- Thinking Systemically
- Balancing Inquiry and Advocacy
- Reconnecting to our "Lost" Creativity and Innovation
- Surfacing and Changing Mental Models
- Using IQ and EQ
- Influencing Without Authority

Attend this full day workshop, designed for those managers and leaders who are serious about reaching their full potential. This workshop will be followed by our March Chapter Meeting, where Dr. Brightman will also deliver the main presentation after dinner. Watch www.sneccpmi.org for more details, coming soon)

Spotlight on RISK - How do we define it?

by Susan Parente, PMP, CISSP, PMI-RMP, ITIL



Susan Parente is a project engineer, consultant, speaker, author, and mentor who leads large complex IT software implementation projects, and the establishment of Enterprise PMOs.

Ms. Parente has contributed the following article based on her book *Project Risk... Managed* which is under contract and scheduled to be released in 2012.

Risk

A Risk is an uncertain event or condition; that if it occurs, has a positive or negative effect on at least one objective. A Risk can be either a threat or an opportunity. When people talk about risk, we often hear the word "threat" and with this, concern for future and fear of the unknown. This fear and concern carries over into risk identification. It is as if we think not talking about risk will make the 'bad stuff' disappear. As if not mentioning a risk means we don't have to do anything about it... We don't want our management, or project sponsor to worry or be upset if they hear that something could possibly go wrong. We think we are putting on rose-colored glasses or being positive, by not denoting potential risks, but instead we are accepting those risks, and increasing their likelihood of occurrence and potential impact.

Later in the project when the risk event occurs and we have a full blown problem, we often treat the situation as if we were unlucky and that the circumstances were beyond our responsibility. This is one way of dealing with risk, but how does that support us in achieving the results we want in our projects?

Every project faces risk, which are a measure of the results of project activities and tasks, versus the planned results, which we are intending to achieve. Projects have risk from losses due to unfavorable circumstances; however projects are often taken on to create a gain (for example, a development project where the product of the project will be a sellable item or provides a service to our customer). Therefore, risk can produce loss as well as gain. Opportunity Risks, or positive risks, provide a potential gain for a project; whereas Threat Risks, or negative risks, provide a potential loss for a project.

Risk Management

Risk Management is what we have been doing for years as successful business owners/ managers, project managers, and engineers, but in a structured & rigorous manner. Risk Management is an organized, systematic decision-making process that efficiently: plans, assesses, handles, monitors, and documents risk to increase the likelihood of achieving project goals and decrease the likelihood that a risk would become a future problem. This is accomplished through activities which increase opportunity risks and decrease threat risks.

Risk Management provides the capability of quickly and effectively communicating risk information up and down the management chain. Implementing Risk Management allows us to identify existing, as well as potential problems related to our project. It provides a method of describing and classifying risks. We are able to prioritize risks, so resources can be effectively applied to deal with them. It assists us with determining strategies to reduce the identified risks and allows us to minimize critical security and safety risk, among others. Risk Management also provides a structured and systematic review of the risk process and provides an ongoing process for system improvements and continuous risk communication, which is critical for any project.

In summary, Risk Management facilitates communication by offering processes, mechanisms, and a common language for stakeholders to identify, define, evaluate and control risks. Risk Management is something that everyone in an organization should be aware of and contribute to. It is not solely the task of senior leadership and team management. Risk Management programs left solely to the responsibility of the Risk Management team, risk manager, or senior management will fail, or become ineffective "lip service" programs.

SNEC-PMI MEETINGS AND SPECIAL EVENTS

WESTERN MASS PROJECT MANAGEMENT FORUM

Tuesday, November 8, 5:30pm - 8:00pm. 1.5 PDUs

Location: Western New England College, Springfield, MA
Kevin Delbridge Welcome Center, 2nd Floor Conference Rm
1215 Wilbraham Road, Springfield, MA

Topic: *Project Portfolio Management (PPM) - Managing the Flash Flood* by Sandy Sears, CCP, PMP

This discussion will provide variety of processes and disciplines to identify high value work manage the accomplishment of that work and determine what work should not be undertaken by the organization. PPM can help focus on doing the right things and doing them well.

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

FAIRFIELD COUNTY (STAMFORD) NOVEMBER MEETING

Tuesday, November 15th, 5:30pm - 8:00pm. 1.5 PDUs

Location: [Synapse Group, Inc.](#), Stamford, CT

5:30 - 6:30pm - Registration and Networking
6:00 - 6:30pm - Pizza Dinner
6:30 - 8:00pm - Main Presentation

Topic: *How to Lead a Successful Meeting for Results* by Mark Troncone, PMP

Learn how to make your meetings more energetic, productive and fun instead of a mundane chore and move your results in a positive direction.

Cost: \$12 for SNEC PMI Members, \$15 for non-SNEC members

Registration closes Sunday, November 13th at Midnight.

SNEC NOVEMBER CHAPTER MEETING

Wednesday, November 16th, 5:00pm - 8:00pm 1 to 1.5 PDUs

Location: [Crowne Plaza Hotel](#), Cromwell, CT

Cost: \$35 for SNEC-PMI Members, \$45 for non-SNEC members

Registration closes Sunday, November 13th at Midnight.

Pre-Meeting Session: *Build Your Confidence by Estimating -- and Mitigating -- Personal Risk* by Deborah Ketai, PMP

Main Presentation: *Estimating - Adding Discipline to Your Guesses* by Charles Jones, PMP, CBCP, Strategy and Risk Manager

FAIRFIELD COUNTY (STAMFORD) BREAKFAST MEETING

Tuesday, December 6th, 7:30am - 8:45am. 1.0 PDUs

Location: [Synapse Group, Inc.](#), Stamford, CT

7:30 - 7:45am - Networking. Breakfast available for purchase.
7:45 - 8:45am - Facilitated Breakfast Discussion

Topic: *Beyond the Certification* by Wayne Botha, PMP

Learn how to make your meetings more energetic, productive and fun instead of a mundane chore and move your results in a positive direction.

Cost: Free. Optional Breakfast available for purchase on-site.

Registration closes Monday, December 5th at Midnight.

HARTFORD EASTSIDE PROJECT MANAGEMENT ROUNDTABLE

Friday, December 9th, 7:30am to 9:00am. 1.0 PDU

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

Presentation: *Influencing PMO Maturity* by David Burr, PMP, Project Methodologist, The Hartford

FAIRFIELD COUNTY (SHELTON) DECEMBER MEETING

Monday, December 12th, 5:30pm - 8:00pm. 1.5 PDUs

Location: [Huntington Library](#), Barbara Clover Room,
41 Church St, Shelton, CT

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

6:00 - 6:30pm - Pizza Dinner

6:30 - 8:00pm - Main Presentation

Cost: \$12 for SNEC PMI Members, \$15 for non-SNEC members

COMING IN 2012



The Southern New England Chapter of the Project Management Institute would like you to save the date for our Seventh Annual **PM Conference and Workshop - *The Passion and Power of Project Management*TM** on April 30 and May 1, 2012

Events will be held at the Connecticut Convention Center in Hartford, Connecticut.

The 2012 PM Conference will be held on Monday, April 30, 2012 with the popular half-day Workshop scheduled for the morning of Tuesday, May 1, 2012.

So, please mark your calendars and stay tuned as we start announcing speakers, registration information and other details.

Mark Your Calendars for this SNEC Special Event

Same Date & Location as the March Chapter Meeting!

Date: March 21, 2012 - 7:45 AM to 5:00 PM - 8 PDUs

Sustainable Leadership - The 10 Most Important Leadership Skills for Successful Projects by Dr. Jerry Brightman, President of The Leadership Group (TLG)

Followed by our March Chapter Dinner Meeting, where Dr. Brightman will present as the main topic: ***The Art of Sustainable Leadership*** from 7:00 to 8:00 PM - 1 PDU.

Location: [Crowne Plaza Hotel](#), Cromwell, CT

Watch www.sneec-pmi.org for more details, coming soon!

A mix of SNEC's BOD and VP Members Attended the PMI North America Leadership Institute Meeting - October 20 - 22, 2011 in Dallas, Texas



Seated Clockwise: Lynn Van Sweden, BOD Conference; Carin Salonia, BOD VP/COO; Anthony Falsetta, BOD Membership; Roy Bullivant, BOD Marketing; Steve Teebagy, VP Outreach; Cecily Vasington, Conference PM; Judy Borrmann, BOD Professional Development

Standing: Norm Prevost, BOD President/CEO, Michael Smith,

Volunteer Opportunities

Call for VP of Programs - We Want YOU!

Help run our monthly chapter meetings!

Join the team of volunteers who make the events run smoothly. Are you a good PM? Are you organized and work well with others? Would you like to help coordinate our speakers and set the direction of our chapter? We are looking for a leader for our **VP of Programs!**

Volunteer today! Contact our Volunteer Committee at: volunteer@sneec-pmi.org and we will get you started.

Are you a seasoned Project Manager who would like to get more involved with SNEC?

Do you need more PDUs? Do you have some spare hours a week to volunteer? Good news ... we are in need of new volunteers for our Special Events programs. As a PM of this program, you will interview for possible presenters, arrange event logistics, PM & attend the event and earn PDUs!

Volunteers help SNEC-PMI add value to its members and to 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 our current list of opportunities on our [website](#) and/or contact us at volunteer@sneec-pmi.org.

Call for Presenters: Hartford Eastside Project Management Roundtable

The **Hartford Eastside Project Management Roundtable** (HER) is looking for presenters, especially for these topics:

- The art of happiness at work
- Crucial conversations
- Thorough testing
- Process for developing plans, schedules, requirements, etc.
- Traits necessary for Project Managers
- Team motivation and reward

- How to devise and implement a structured methodology
- What is your Project Management maturity -- loose vs strong Project Management Office
- Tools and techniques for managing conflict
- 360 review training - how to give and receive criticism
- Decision-making process tools (similar to Six Thinking Hats)
- Agile/Scrum
- Tailoring communications to your audience
- Job search tools/tips
- Security assessments
- Business resilience
- Risk management vs. issues management
- Cloud Computing
- Social networking: job search

HER is held the second Friday of each month from 7:30 am to 9:00 am in Glastonbury, CT.

If you are interested in presenting, please contact Sarah Schneiderman at (860) 568-2020 ext 5447 or sarah.s@aefcu.com

To See the Complete and Current Listing of Volunteer Openings, please visit:

www.sneec-pmi.org/volunteers

NEW SNEC-PMI CHAPTER MEMBERS

as of September 30, 2011

Sandra Berkner	Martina McCarey
Dorothea Brennan	Paul McGuirk
Rosemary Contin	Catherine Olson
Frances Cruz	Matthew Priest
Sara Dubuque	Juan Sanchez
Carol Friedman	Courtney Still
Ryan Gardner	Douglas Thacker
Timothy Gilbert	Jim Thoresen
Donald Halla	Linda Tolisano
Reena Joseph	Kimberly Upshaw
Christopher Kopcha	Kavitha Vel
Neelima Kothapalli	Scott Viteretto
Rachael Kozera	Geoffrey Weglarz
Theodore Labedzki	Liang Zhang

SNEC-PMI PMP UPDATE

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

Nancy Banulski

Amy Dill

Julie Markham

Miriam Rosado

Mary Smoolca

SNEC-PMI 2011-2012 BOARD OF DIRECTORS

Norm Prevost, PMP
President and CEO

Norm.Prevost@sneec-pmi.org

Carin Salonia, PMP
Vice President and COO
Carin.Salonia@sneec-pmi.org

Fred Johnson, PMP
Treasurer and CFO
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Sarah Schneiderman, PMP
Corporate Secretary
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Kevin Riley, PMP
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Robert Boshka, PMP
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Judy Borrmann, PMP
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Lynn Van Sweden, PMP
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Roy Bullivant, PMP
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Anthony Falsetta, PMP
Membership
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Michael Okrent, PMP
Membership
Michael.Okrent@sneec-pmi.org

SNEC-PMI QUICK MEMBER FACTS

As of September 2011 there are
1,732 members and **1,259**
PMP's in our Chapter!

QUICK LINKS

[Get Involved](#)

[Events Calendar](#)

[Register for Events](#)

[FAQS](#)

[Newsletter Archive](#)

[Contact Us](#)



If you were forwarded or downloaded our newsletter and would like to receive your own copy every month, just click [here](#) or on the graphic above to subscribe!

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@sneec-pmi.org.

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