



PMI

WILLAMETTE VALLEY

Willamette Valley Chapter Leadership Team

For more information about the Willamette Valley Chapter of PMI, contact one of the following individuals:

PRESIDENT -

John Doan - (503) 508-4863
Email: jadoan@comcast.net

VP MEMBERSHIP

GENE GILPIN - (503) 569-6240
EMAIL: Gene_Gilpin@comcast.net

VP PROGRAMS

ROBERT DAVIS - (503) 378-2101 EXT 354
Email: Robert.D.Davis@state.or.us

VP PROFESSIONAL DEVELOPMENT

CYNDI SMITH - (503) 378-3099
Email: Cyndi.S.Smith@state.or.us

VP TREASURER

RODGER CLAWSON - (503) 378-3600
X2651
Email: Rodger.Clawson@state.or.us

VP SPECIAL PROJECTS

JACK DOYLE, PMP - (503) 945-6433
Email: Jack.D.Doyle@state.or.us

VP INFORMATION

RAY MCKENNA - (503) 986-3681
EMAIL: ADMIN@PMI WV.ORG

PAST PRESIDENT

JULIE MALLORD, PMP
(503) 378-2101 x 236
Email: Julie.Mallord@state.or.us

REGION 1 REPRESENTATIVE

BILL WARNER, P.H.D.
(360) 354-6988
Email: bwarner@prism-media.com

WILLAMETTE VALLEY CHAPTER, PMI

Post Office Box 766
Salem, OR 97308

Email: admin@pmiww.org
Website: www.pmiww.org

Message from our President: Looking Beyond Our Chapter

Being president of an organization such as a chapter of the Project Management Institute, I receive an incredible amount of e-mail from all over the world. Everything from the Nigerian money schemes to people sending their resumes. This past week I received a letter from a PMI member that was talking about some advice he had given to a fellow PMP that was forming a chapter in Gdansk, Poland. Here is an excerpt from that letter:

“On January 31, Russ Archibald forwarded a request for information from Pieter Plewinski to me. Pieter is a PMP and the sponsor of a proposed PMI chapter in Gdansk, Poland. Russ sent the request to me because I have the experience of sponsoring a new PMI chapter.

Among the words of advice I sent to Pieter were several that dealt with the need to provide service to project managers and the community. Pieter has interpreted them in a way that I did not anticipate. He has developed a plan that could, and perhaps should, be the model for all PMI chapters and for

PMI itself. Pieter's plan will bring project management experience, pride and dignity to the members of the Gdansk chapter, recognition and support from the business community in Gdansk, and respect and admiration from the population of Gdansk. What chapter could ask for more? Could PMI itself hope for more?

In Pieter's words on February 15:

“Another project that we work on is English Summer Academy for children from orphanages. It doesn't have a lot to do with sharing PM knowledge, but we believe it is a very important project. First - we help children to learn English at a summer camp. Second - we involve students from the universities and teach them, how to manage such a project. So we give value to the orphans, but also to the students.”

And again in Pieter's words on March 2,

“Good news. We have found the sponsor for our orphanage project. AIG Insurance will cover

(Cont. on page 4)

Requests:

1. Please send your email address to admin@pmiww.org in order to receive timely messages regarding upcoming opportunities, and
2. If you no longer wish to have a paper version of our newsletter mailed to you, please let us know at admin@pmiww.org so we can use our financial resources and time wisely.

February Lunch Program

Navigating the Fuzzy Front End of New Projects

Jeff Oltman,

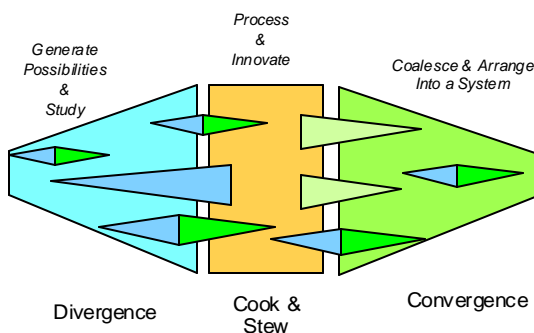
Chief Consultant, Synergy Professional Services

“We can’t get this project started – we’re still trying to figure out what we’re doing”
 “Cost overruns are killing our margins”
 “The schedule has slipped again!”
 “Customers don’t like our new product”

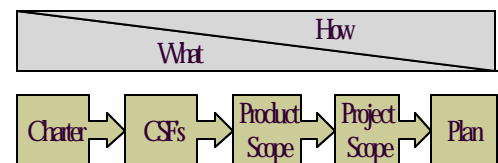
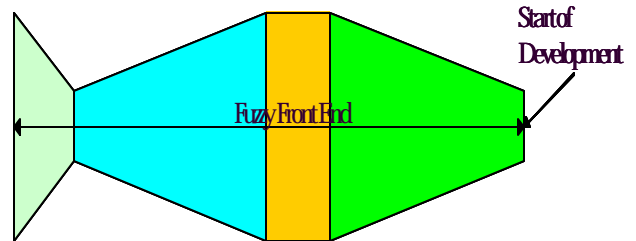
Reports like this are discouraging and all too common. Often the seeds of these business shortcomings are sown in the earliest stages of the project, sometimes called the “fuzzy front end”. As a project leader, what can you do to avoid situations like this?

Paying the Price for Shortchanging the Front End

Companies that skimp on the front end pay a high price in mistargeted products, schedule slips, and expenses. Studies show that 70% of product life cycle costs are determined during the crucial product definition phase. The front end is the phase of greatest leverage, and unfortunately of greatest neglect.



The team itself also pays a great price. Few things are more demoralizing than wasting time and energy thrashing around, trying to determine what to do or how to do it. The very nature of the fuzzy front end makes teams vulnerable to this unproductive “group Brownian motion”.



Leveraging the Front End

The fuzzy front end is real, and it is fundamentally different from later stages of a project. Navigating it successfully requires different skills. This presentation will provide a fascinating overview of important new processes and frameworks that you can use to guide this critical initial stage. It will describe how the fuzzy front end differs from mainstream development in certain critical success factors, and will describe a set of tools and frameworks to deal with it successfully.

About the Presenters



Jon Marshall owns **Innovation Frameworks**, a consulting and training company that develops methods for proactive development. His background includes 17 years at Tektronix in a wide variety of engineering, management, and project management roles. Jon was also a senior consultant, trainer and course developer for Digitalk. He has trained thousands of people in Smalltalk, Object Technology, Design, Usability and Customer-centered analysis and synthesis

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Membership Corner

PMI WV Lunch Program

Third Friday of every Month
 Location: McNary Restaurant
 Time: 12 - 1 PM.

March 2004

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6
7	8		10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

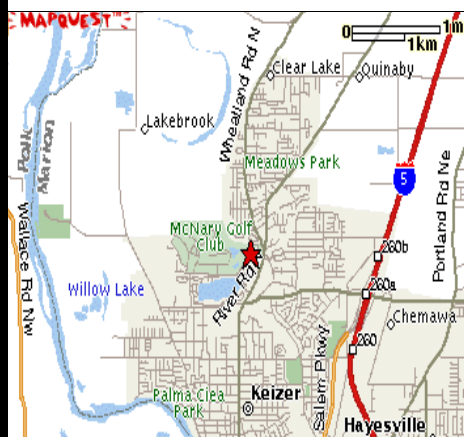
Directions to Luncheon Meeting Location:

From Downtown Salem:

Proceed north on High Street. This street will change its name to Broadway. Continue north. As you enter Keizer the road changes to River Road. Continue north to McNary Estates Dr. Turn left at the signal and proceed to the restaurant.



From I-5: Leave the freeway at exit 260-A coming from the north or exit 260 coming from the south. Turn west toward Keizer. Follow Lockhaven to River Road and turn right (north). Proceed to McNary Estates Drive. Turn left at signal and proceed to the restaurant.



Calendar of Events

March 2004

- 16 Board Meeting, 11:45, Location: Revenue Building Cafeteria
- 19 PMIWV Lunch Program, 12:00, McNary Restaurant
 Topic: Jeff Oltmann—Navigating the Fuzzy Front End of New Projects

Upcoming classes sponsored by DAS-Statewide Training & Dev. Services: *

- Project Mgmt for Information Systems (3 days) \$723
- Oregon Project Management Certification Program (12.5 total days) \$3155

*STEPS classes—please contact, Cyndi S. Smith, STEPS Operations Manager
 Statewide Technical Education Provider Source (STEPS)

Phone: (503) 378-3099, Email: cyndi.s.smith@state.or.us

Breakfast Roundtable for Portland, PMI Chapter is held on the first Friday of every month Location: Mentor Graphics in Wilsonville. Contact Person: George Walker (Director of Breakfast Roundtables)

Contact Email: georgewalker0614@aol.com

A New Service for our Members!

PMI has recently implemented a new process for reporting PDU's for Chapter Events. The chapter (rather than you individually) can directly report Spud's for the members attending regularly scheduled component meetings/presentations.

Therefore, starting at the March lunch meeting, there will be a **PMI Component PDU Activity Reporting Form** available. If you are a PMP and would like the Chapter to report your PDU's for the luncheon events, you will sign your name and indicate your PMI Membership #. At the end of the lunch, I will send the PDU Roster to PMI's Records Office.

All attendees will still receive a PDU form and an attendance certificate as documentation to verify your attendance at the event.

the costs of the whole project. It will last for 4 weeks (July) and we will gather 60 kids from 4 orphanages. I am really glad that this project is rolling. I am sure it will bring a lot of energy and positive atmosphere to our Chapter.”

What Piotr has done is turn his attention outward, to his community, rather than focusing inward on his chapter. The effect, however, will do far more for the chapter than any inwardly focused effort he might have made.”

Edward J. Fern, MS, PMP

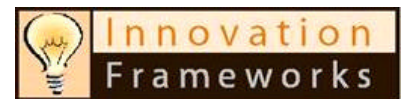
Some times it is easy to get caught up in the everyday operations of the chapter and forget that we can make a difference in peoples lives, not only individually, but also collectively as a chapter. I would be interested to hear your ideas on how we can make a difference in our community and promote Project Management at the same time. You can reach me at jadpmiww@comcast.net . I look forward to hearing your ideas.

*John A. Doan
Willamette Valley Chapter President*



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About the Presenters



Jeff Oltmann is chief consultant at **Synergy Professional Services**. He has over 20 years of experience with industry leaders such as Sequent, IBM, Prisma and Gould. He has managed a PMO and a large project portfolio, and has run development programs with budgets as large as \$100 M. Jeff is on the faculty of Oregon Graduate Institute and is PMP certified. He consults in project management and portfolio management, helping clients make their projects more successful.

