

# Initiating a Project in a Small Organization

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# Consulting Levels



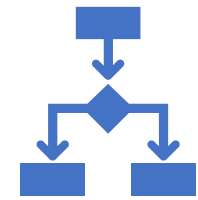
**Findings**



**Options**



**Recommendations**

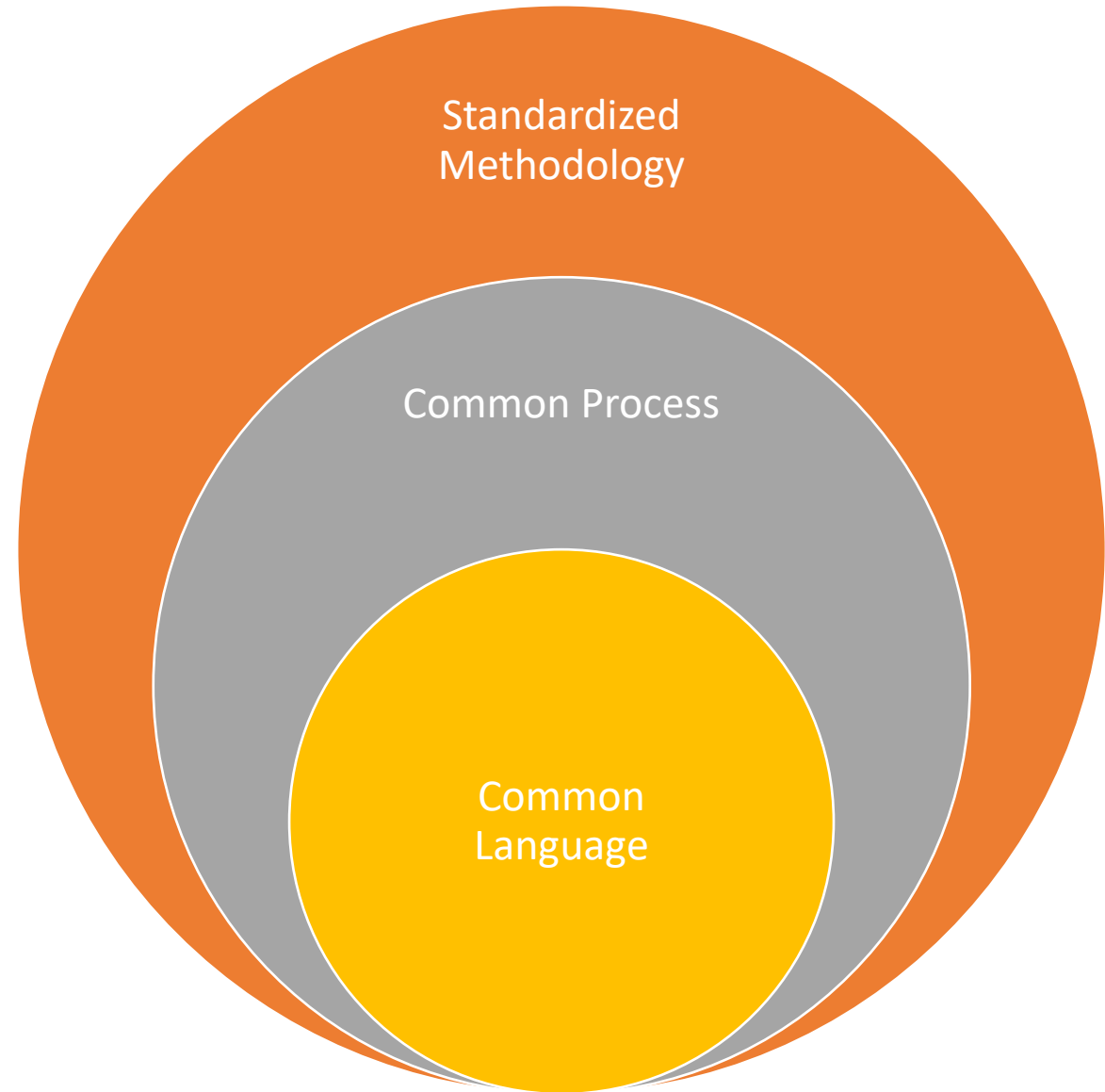


**Decision**

# Effective Questioning – Getting to Value

- Recognize a “measurable” word
  - Revenue
  - Cost
  - Customer satisfaction
  - Quality
  - Performance
  - Productivity
  - Et al.
- Ask Mahan Khalsa’s Five “Golden Questions”
  - How do you measure it?
  - What is it now?
  - What do you want it to be?
  - What is the value of the difference?
  - Over time (usually one year)?
- Cash or non-cash?

# Project Management Evolution

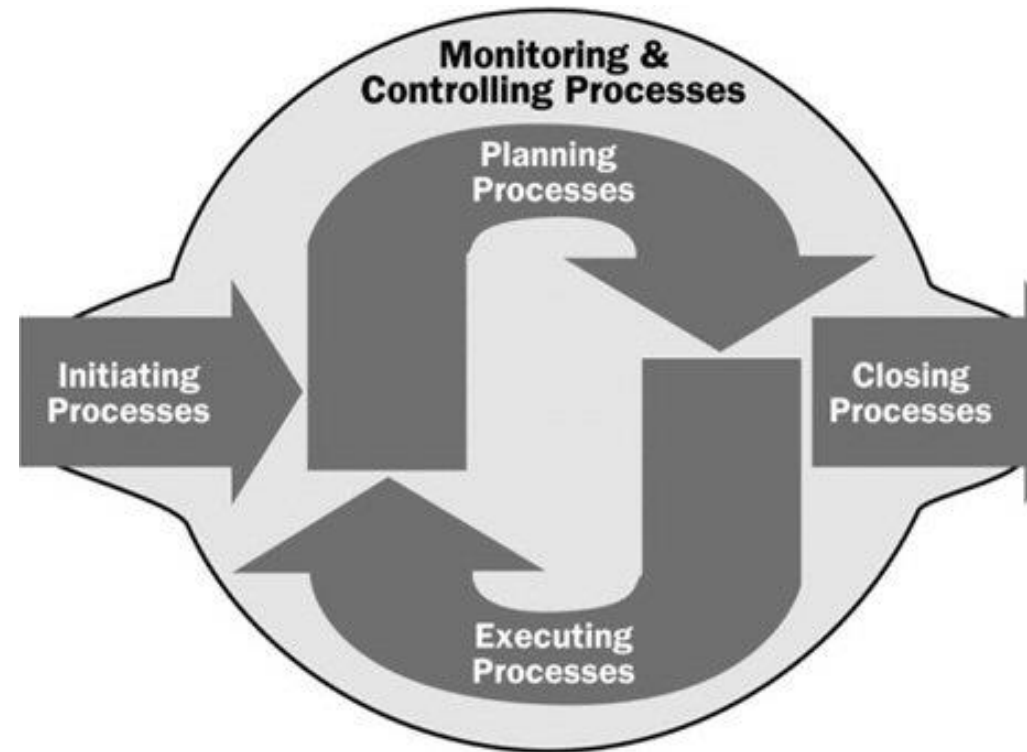


# Project Terms Hierarchy

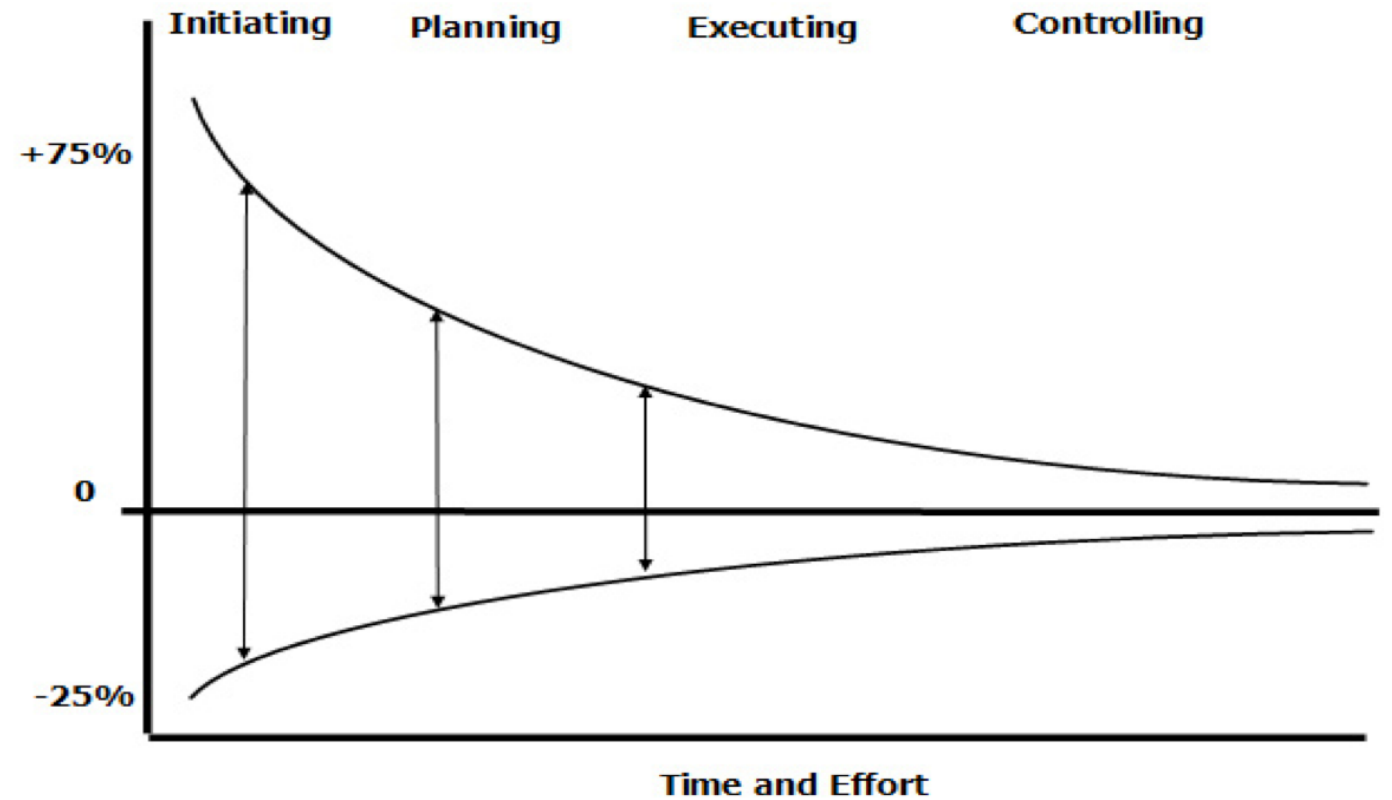
- (Program)
  - Project
    - Phase
      - Activity
        - (Task)
- Relationship
  - Engagement
    - Objective
      - Result
        - (Task)

# Project Management Processes

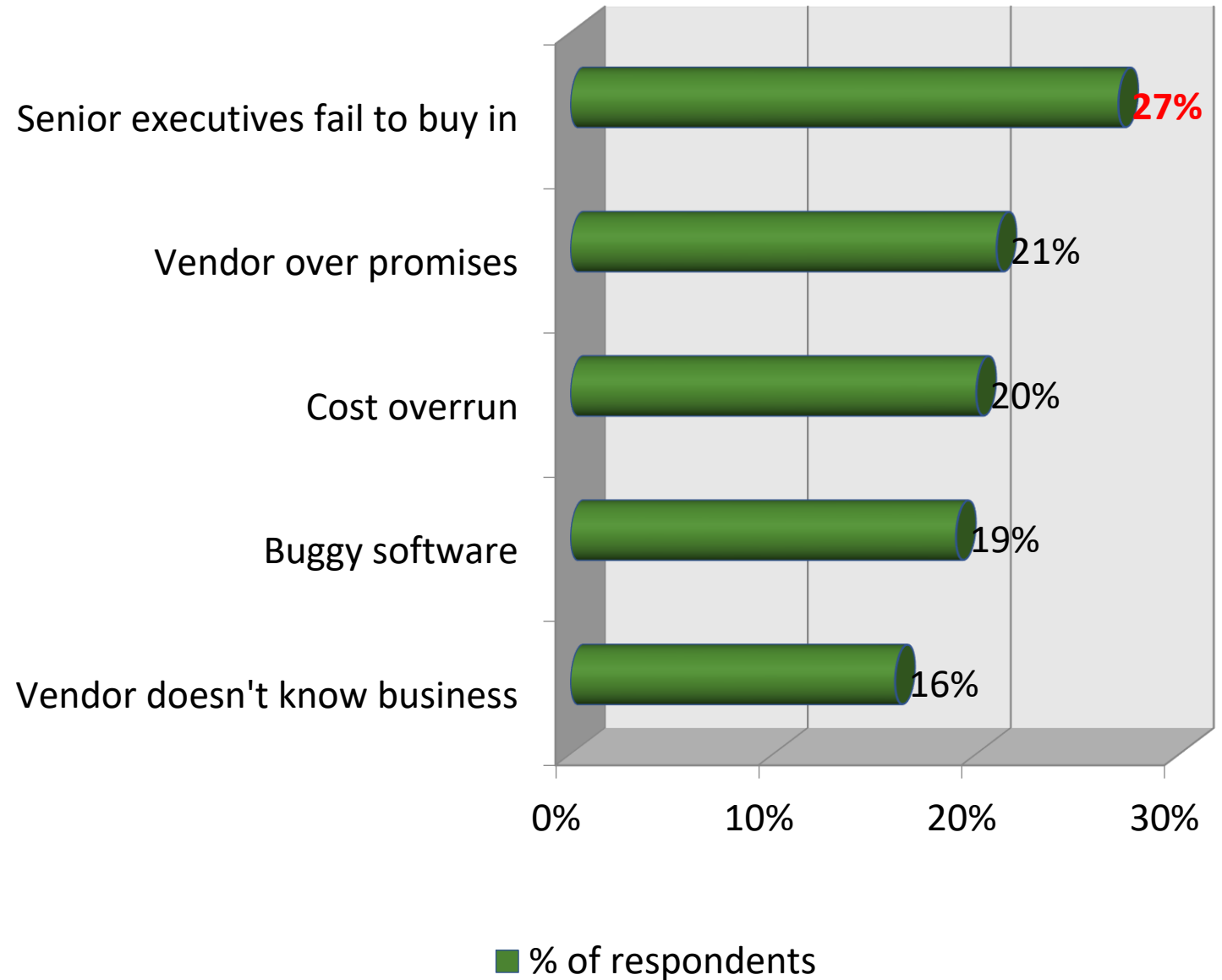
- Inputs
- Tools and techniques
- Outputs



# Progressive Elaboration



# SMB IT RFF





# The Documents

Feasibility Analysis

Cost Benefit Analysis

Project Charter

# Initiating a Project in a Small Firm

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