

Clear Communication, Clear Scope, Clear Profits

Presented by James Smith

Presenter: James Smith

• Academic Experience:

- BA in Economics University of South Alabama
- MA in Financial-Economics and MBA in Finance University of New Orleans
- Ph.D. Studies in Economics Vanderbilt University

• Professional Experience:

- Extensive background in healthcare, data management, and business information
- PM work in Nashville, New Orleans, San Francisco, L.A.















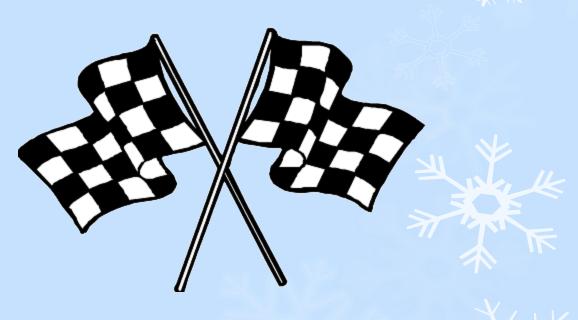




PM Goals:

- Client Satisfaction = Quality Work
- Profit = Agile Process





SWOT Analysis Strengths | Weaknesses

Opportunities Threats











Project Management

Project Management Success

Was the project done right?

Project Success

Was the right project done?

Consistent Project Success

Were the right projects done right, time after time?



If you don't know where you're going, you probably will end up somewhere else."

~ Laurence J. Peter.





How Projects Often Work





How the business consultant described it





Agile?







What is Agile?



An adaptive Project Management style

Incremental development and release cycles

Project timeline is a series of 2 to 4 week "Sprints"

Small teams (3-7 people) used to meet Sprint's goal

Client feedback and collaboration incorporated frequently

completion = meeting Client's Goals
(not producing finite, scoped deliverables)









Why Agile?

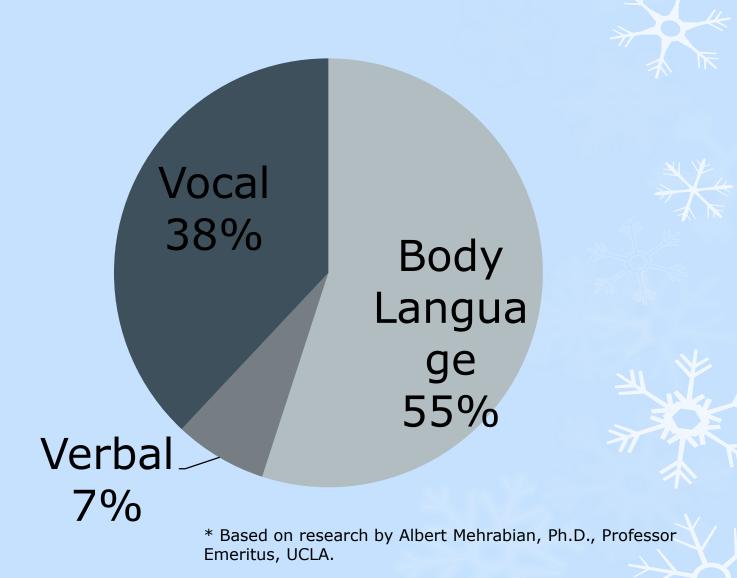
Agile = Clear Communication

- Clear expectations
- No more over-promised & under-delivered projects
- Successful projects
- Long-term, successful client relationships

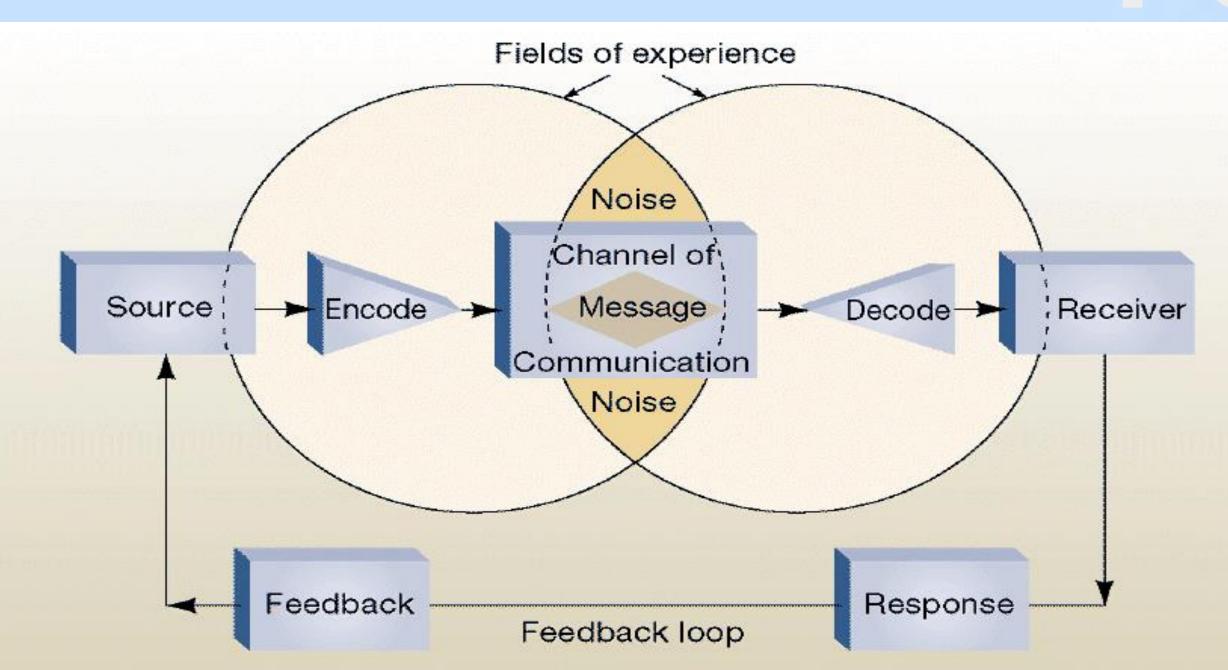


Communication





Communication Process



This results from MINUSE" in the Communication rocess





EXPECTATIONS

REALITY



SMILING AT CAMERA





EXPECTATION

REALITY

STUDYING WITH FRIENDS



Expectation

Reality

XMAS PRESENTS





REALITY









THIS JOB IS ALL ABOUT MANAGING EXPECTATIONS.

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Waterfall

Waterfall

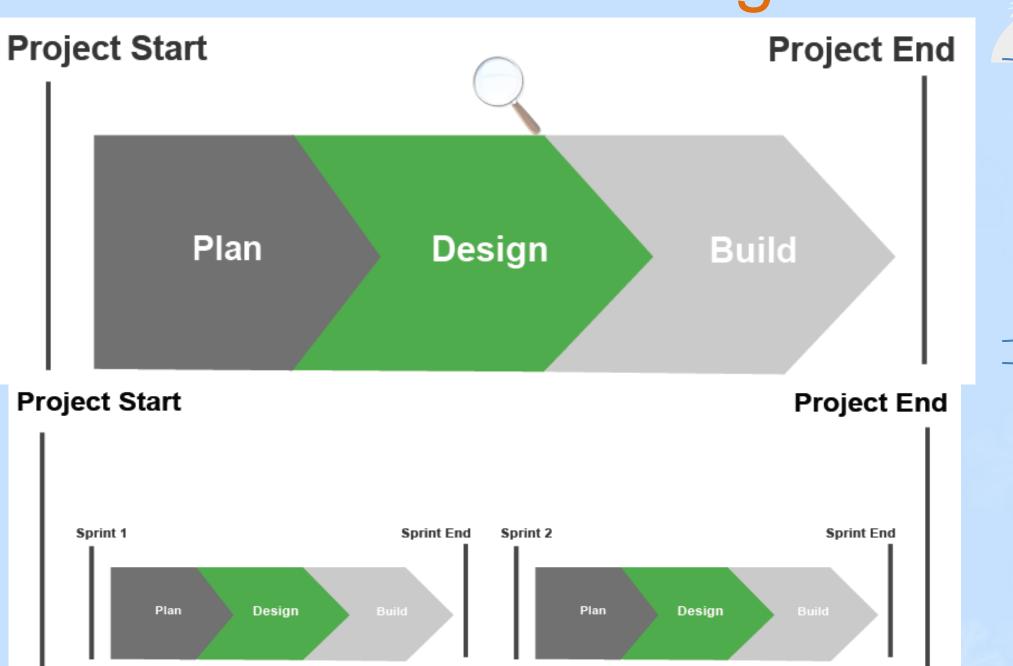


Waterfall final product after go-live feedback

Waterfall final product

Source: http://www.windarooci.com/service_list/view_service/4

Waterfall vs. Agile





Agile

Source: Sensis Agile Foundation Training from Digital Onion.

Project Management: Statistics

The Standish Group research:

- 31.1% of projects will be cancelled before they ever get completed.
- 52.7% of projects will cost 189% of original estimates.

- 16.2% of software projects are completed on-time and on-budget.
 - In the larger companies, the news is even worse: only 9% of their projects come in on-time and on-budget.

Source: Sensis Agile Foundation Training from Digital Onion.

erfall





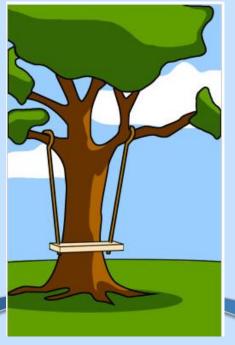








Agile Iteration



Agile Iteration



Agile Iteration



Agile

Agile final

product: What the client wanted

Agile Iteration

Source: http://www.windarooci.com/service-list/view_service/4



Why Agile? Agile Values



Individuals and interactions

Working software

Customer collaboration

Responding to change

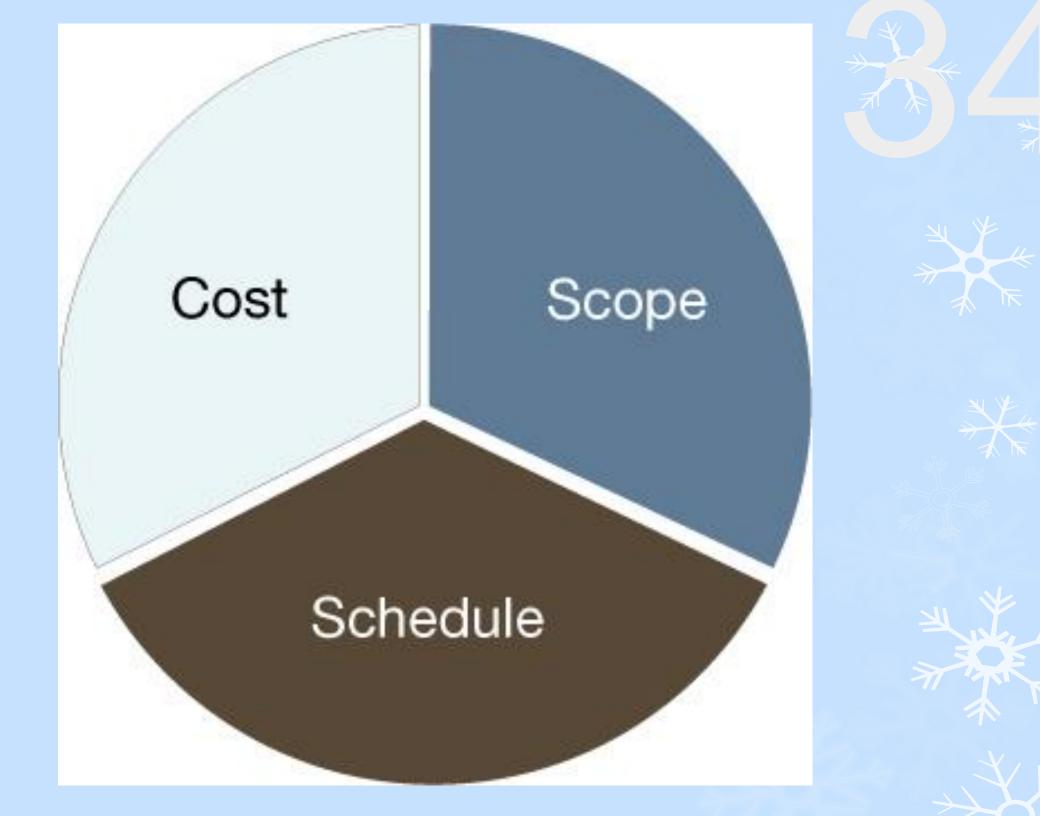
Team Growth

- > processes and tools
- > comprehensive documentation
- > contract negotiation
- > following a plan
- > individual success













Agile Process



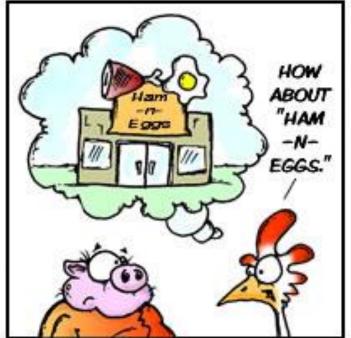






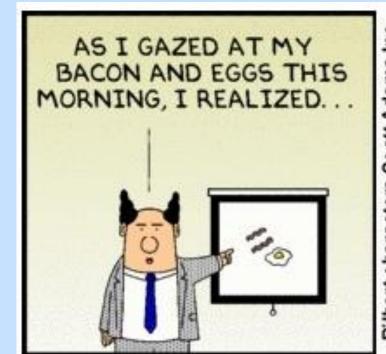


By Clark & Vizdos





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Drupal Projects: Team Structure







Eric



Alberto



Piper



Manaf







Project Management: Check-In Daily

Have I met your expectations today?

- 1. Did you get what you needed (from me)?
- 2. Did that actually do what you wanted/need it to do?
- 3. What do you want or think you need next?
- 4. When do you need that by?

Drupal Projects at Sensis: The Process

Contract Finalized for Drupal Project



Creation of Project Team based on best fit of available resources



Production starts with Agile



Project is divided into sprints and phases



Sprint 1 Planning Meeting







Agile Work Flow



GET READY
BACKLOG GROOMING

REMOVE IMPEDIMENT

DONE DELIVER VALUE



PRODUCT BACKLOG



Sprint 3

Sprint 2

Sprint 1



Drupal Projects at Sensis: The Process











Sprint Retrospective

- Good Bad (Could Do) Better Best
- Scoring:















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