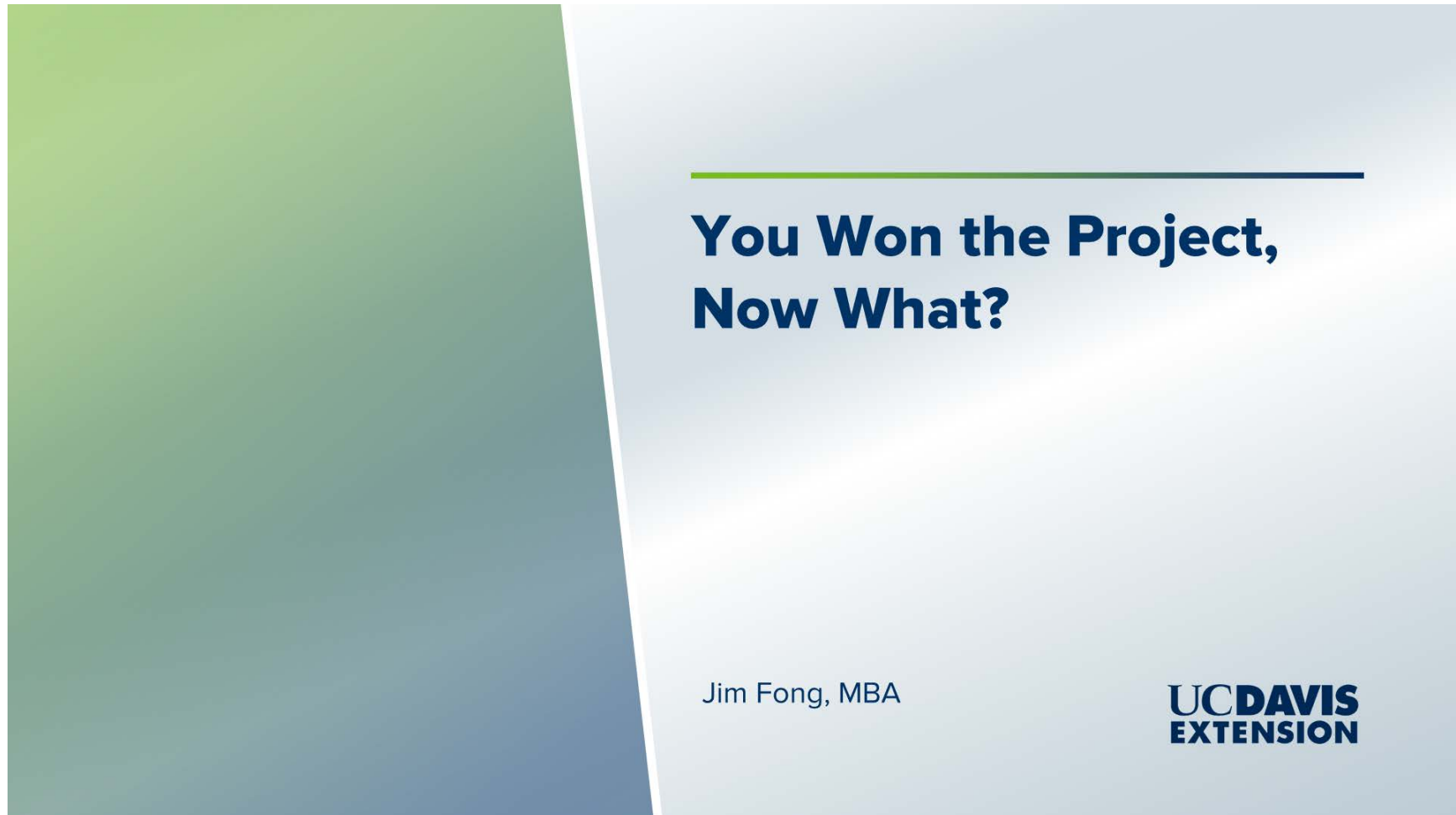


Lesson 4.7: You Won the Project, Now What?

Slide 1: You Won the Project, Now What?

The slide features a background with a green-to-blue gradient on the left and a light blue gradient on the right. A horizontal line, colored green on the left and blue on the right, is positioned above the title. The title "You Won the Project, Now What?" is written in a large, bold, dark blue font. Below the title, the text "Jim Fong, MBA" is displayed in a smaller, dark blue font. In the bottom right corner, the "UC DAVIS EXTENSION" logo is shown in a bold, dark blue font.

You Won the Project, Now What?

Jim Fong, MBA

**UC DAVIS
EXTENSION**

Slide 2: Learning Objectives

Learning Objectives

Identify action steps for when
you're awarded a project

Prepare to take these action steps

Slide 3: You Won the Project! Now What?

You Won the Project! Now What?



Difference between proposal
and implementation

People involved can change

Slide 4: Get the Right People Right Away

Get the Right People Together Right Away

By phone

Or in person



Slide 5: With Government Entities...

With Government Entities...

Legal constraints can restrict contact until after award has been granted

Identify the right contact person



Slide 6: With Business Entities...

**With Business
Entities...**

Then hand work off to
someone else

One person may
seek proposals



Slide 7: Research Team Assigned

Research Team Assigned

May be totally new to the project

Need to re-establish relationships

Set correct parameters



Slide 8: Much Could Have Changed

Much Could Have Changed



Ensure buy-in from client,
reaffirm proposal

Client's needs may have
changed

Get reaffirmation of
proposal in writing

Slide 9: Reaffirm Objectives

Reaffirm Objectives

Get agreement on budget and timeline

Check that your promise is still what they need

Confirm and manage expectations



Slide 10: Formalize Any Changes

Formalize Any Changes

Similar to buying a house

You must account for changes to the plan

Seek agreement and document all changes

Slide 11: Assign Team and Points of Contact

Assign Team and Points of Contact



Who will be your point of contact with the client?
Get that officially assigned

Slide 12: Officially Assign Your Team

Officially Assign Your Team

Your team members may have changed

Notify client of current team members

Formally communicate in writing



Slide 13: Address the Administrative Details

Address the Administrative Details



Some clients keep it simple

It's different with every client

Slide 14: When to Expect More Administrative Details

When to Expect More Administrative Details



Government projects have more administrative details you must follow

Create a paper trail to track compliance

Expect a lot of administrative work

Slide 15: It Depends...

It Depends...

On the project

The client

The industry sector

