PMI ORANGE COUNTY CHAPTER

Milestones

JULY 2011 | Project Management Institute, Orange County Chapter, Inc.

July 12 Dinner Meeting

2011 PMI-OC PROJECT OF THE YEAR

Project Management Within a Large Scale Smart Metering Project

Southern California Edison's SmartConnect™ was selected as the 2011 PMI-OC Project of the Year and will now advance to candidacy for the 2011 PMI® Global Project of the Year.

Join us at the July 12 dinner meeting when Paula Campbell, Director of the SCE SmartConnect Program Office, and her team will accept the award.

Paula will show how project management practices contributed to this innovative, automated system that is improving our lives today and protecting the environment for tomorrow.

See complete story on page 3.

Click here to register.

President's Column

2010-2011 State of the Chapter

I presented a State of the Chapter report at our June dinner meeting. I have described my plans for the chapter for the current year in previous columns. Here is a brief look back on last year's accomplishments.

Overall, the chapter weathered the turbulent economic conditions quite well. We maintained over 1,650 members throughout the year at a time when many other chapters were losing members. The percentage of members who are PMPs remained around 64 percent. Our 60 percent retention rate is in line with other chapters. We remain a very mature chapter; approximately 65 percent of our members have more than ten years experience.

However, there is an influx of newer, younger members with less than five years experience (approximately nine percent of the membership) with significantly different needs than the experienced members. As our senior members begin to retire, I suspect that the percentage will grow.

In spite of the rough economic times, the chapter utilized over 11,000 hours of volunteer service in support of its activities. The board sincerely thanks the many volunteers for their dedication to the chapter.

The single most important accomplishment of 2010-2011 was the implementation of a working strategic model. We succeeded in developing the second tier of directors who carry out the necessary operational duties as directed by the respective governors.

In addition, a complete set of committee chairs was deployed to execute the chapter's activities. Finally, all of the volunteer positions now have published job descriptions. When we have volunteer positions to fill, we have job descriptions for the applicants.

We improved the chapter's programs in several ways.

The dinner meetings have better food and more interestering speakers. We sponsored the creation of a Toastmasters club dedicated to project management. We modified the annual career event for greater focus and support for members in transition. Marketing created and published a quarterly postcard outlining chapter events. *Milestones* is in a faster online format, as well as available for downloading from various links. A marketing plan was published, the first time such a document has been produced for the chapter.

From a financial perspective, the chapter is in excellent shape. We took in $195,260 in revenue. We spent $197,889 for a net operating loss of only $2,630, which is less than the cost of a typical dinner meeting. We have over $235,000 in the bank available to support chapter needs. We have no long-term debt. We underwent an IRS audit, and no exceptions were uncovered. We are well situated to complete the terrific initiatives planned for 2011-12.

Click here for the complete State of the Chapter report.

Stephen June, PMP
2011-2012 President

In This Issue

July Dinner Meeting 1
President's Column 2
PMI-OC Project of the Year . . 3
Board of Governors 4
President's Award 5
New Members, New PMPs . . 6
Member Orientation 6
Volunteer Opportunities 7
Volunteer of the Month 7
PMI® Agile Certification 8
The Agilista 8
June Meeting Review 9
June ATS Review 10
PMP Exam Prep 11
2011 PMI-OC PM Conf 12
SoTeC Conference 13
OC Project Masters 16
Tribal Knowledge 16
Upcoming ATS 17
Coming Events 18

2011 PMI-OC PROJECT OF THE YEAR

SOUTHERN CALIFORNIA EDISON®
An *EDISON INTERNATIONAL*® Company

SCE SmartConnect Delivery Team

Project Management Within a Large Scale Smart Metering Project

Southern California Edison (SCE) is one of the largest investor-owned electric utilities in the U.S., serving more than 14 million people in California.

SCE's smart metering program, Edison SmartConnect™, is among the nation's leading advanced metering initiatives. Edison SmartConnect will empower customers to more effectively manage their electricity use, helping them save energy, money, and the environment. SCE will have installed more than five million smart meters for its residential and small business customers by the end of 2012.

In 2010, SCE implemented the infrastructure and systems to remotely read customers' meters over the air every day, and process and store validated interval data for residential (hourly) and business accounts (every 15 minutes).

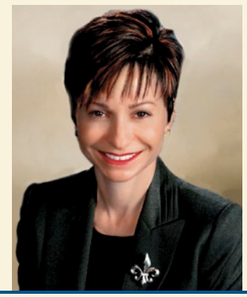
These system enhancements enable customers to have access to new online tools, interval energy usage information and reports, new programs, and the added convenience of remotely turning service on or transfering electric service.

In 2011, SCE began billing 100,000 customers with interval usage information. SCE now has among the largest interval billing customer base in the utility industry, with the goal of reaching more than 500,000 customers with interval billing capability by the end of 2011.

At our July dinner meeting, **Paula Campbell**, Director of the Edison SmartConnect Program Office, will present the Edison SmartConnect initiative, emphasizing the application of project management prinicples to this award winning project.

Paula has been an integral part of SCE for 20 years. In 2006, she joined the SmartConnect program, where she leads the project management, financial controls, change management, and communication functions.

Click here to register.



Board of Governors
Vice President of Operations

Greetings from the PMI-OC operations team.

It's been a few months since I took on the role of the vice president of operations, and we are refining our strategy. Our goal is to offer professional and career development opportunities to help project managers become more successful. This realignment is consistent with the chapter's strategic goal of enhancing member value and differentiation. We will continue to offer our existing programs: dinner meetings, ATS seminars, PMP prep classes, and OC Project Masters (in partnership with Toastmasters). We are striving to revitalize the member experience at these events. We believe they should be fun, high quality events for professional development at reasonable prices.

In addition, we are already in advanced planning stages to offer complimentary professional project management education through additional conferences, one-day seminars, webinars and podcasts. In June we held an Agile ScrumMaster preparation class and will offer PMI® Agile certification training in September. See page 8.

We are actively planning a project management conference in September, including a career fair. See page 12.

On the career development front, we are launching a mentoring program to help young project managers learn from the vast pool of experienced project mangers we are fortunate to have in our chapter.

As you can see, we are developing a comprehensive portfolio of professional and career development programs for you, the members. For PMPs, we offer about 100 PDU opportunities in a year. Over the next six months, we will significantly increase that to about 250 PDUs a year. We are thrilled to offer this opportunity! I believe the member discounts at these events will more that pay for your PMI membership fees.

PMI-OC is a volunteer-run organization, and putting together such a large portfolio of events requires volunteer assistance. If you'd like to learn and grow in a volunteer leadership role, we have a number of positions you can fit into. You can earn PDUs and also give back to the project management community.

We are looking for project managers for the mentoring program, webinars, podcasts, and one day seminars. We also have director level positions for Infrastructure management, operations support, and education available. Send me a quick e-mail if you are interested in any of these positions.

We need your participation to make our programs successful. Let me know if you would like to see new programs, speak at our events, or want to recommend someone as a speaker.

Send me feedback about your experiences at our events. I'd like to hear from you; I am committed to improving the quality and experience at our programs. Take advantage of these programs to enrich your professional skills. Stop by at one of our events to meet your peers in Orange County. Meet new people, network, and have fun!

Alvin Joseph, PMP
Vice President of Operations

2011-2012 Board of Governors

Stephen June, PMP
President

Alvin Joseph, PMP
VP President of Operations

Nora Goto, PMP
VP of Communications

Robbin MacKenzie-Thomas
VP of Administrtion

Richard Nalle, PMP
VP of Strategic Planning

Gregory Scott, PMP
VP of Finance

Sylvan Finestone, PMP
Past President

President's Award

Tom Cumming

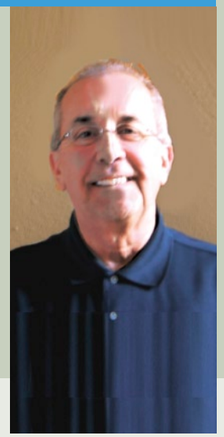
Tom is the PMI-OC Education Director and the project manager for the chapter's PMP prep workshops. Tom has managed the classes seamlessly since 2009, ensuring that the facilities, the coordinators, the instructors, and the materials are all in place.

Tom has been a PMP since 2003.

James Loper

Jim works with Nick Zimmerman to form a team of marketing specialists and plays a critical role in finding sponsors and advertisers for the chapter. For the past year, Jim and Nick have been busy closing revenue producing deals for PMI-OC

A PMP since 2003, Jim has taught a PMP prep course.



Nick Zimmerman

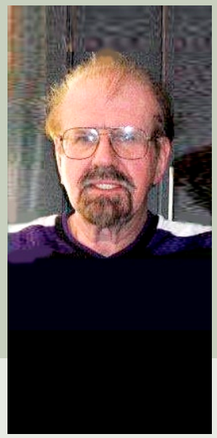
Nick, along with James Loper, has updated and reconfigured the chapter's advertising and sponsorship rates and compiled a valuable list of potential sponsors through networking and cold calling..

Nck has been a PMI-OC volunteer for the past year and a half.

Alan Sung

Alan is an aspiring PMP who has served as an active volunteer on the chapter's internal marketing team since August .2010.

As deputy director of internal marketing, Alan spearheaded the project to design, print, and mail a three-month calendar postcard to market PMI-OC's events.



Robert Pettis

Bob has been a key support person for the advanced topic seminars for many years and has served as backup for the ATS chair for numerous administrative duties. Bob's consistent dedication has been instrumental in the success of the seminars.

Bob earned his PMP in 2004.

Congratulations to these five dedicated volunteers who were honored at the June dinner meeting with the prestigious President's Award, in recognition of their exemplary service to PMI-OC.

New

Members

Joseph Ashcraft
Terry Bachmeier
Christopher Birchard
Aaron Bradford
Duncan Campbell
Deborah Cantwell
Cedric Carpenter
Mahesh Chidambara
Jeffrey Cowell
Monica Dessouky
Alicia Englund
Einstein Exequiel
Helen Fallahi
Patricia Garber
Bernardo Garcia
Naveed Ghori
Bharat Godha
Ernest Gutierrez
Gilbert Hill
Joseph Hillyer
Yvettte Howard
Mohammad Jafar
Harold Jessurun
Haibo Jiang
Murugan Krishnan
Albert Kruegel
Chi Lee
Tracey Liebenberg
Alicja Lombard
Beth Mangiapane
Charles Maronna
James Mathews
Grant Matthews
Ryan Maxwell
Atul Mehta
Cheryl Moinzadeh
Michael Moon
Jayant Narang
Sundeep Nihalani
Vaishali Parmar
Tim Preusch
Thomas Quigley
Denise Raines
Simona Reed
Duane Reyes
Julie Sandercock
Elizabeth Sheehan
Kathryn Shore
Tim Soo Hoo
Srinivas Srivenkata
Herbert Stregles
Dilip Sutradhar
Don Tourtellott
Thomas Traczyk
Arlene Truong
Sheryl Turney
Serafin Zamora

PMPs

Donna Adler
Chris Akers
Tera De Sousa
Helen Fallahi
Bharat Godha
Gilbert Hill
Scott Hofer
Alexandre Hsu
Mark Hussin
Linda Larson
Teara LeBlanc
Grant Matthews
Michael McFarland
Jenna Morton
Michael Muraco
Vaishali Parmar
Tim Preusch
Duane Reyes
Robert Richardson
John Sanchez
Lisa Sinsheimer
Ian Tonks
Arun Trivikraman
Kamyar Varzandeh

Next PMI-OC Member Orientation

July 20, 2011

Welcome

to the Project Management Institute-Orange County Chapter.

You have taken the first step toward managing your professional career network and developing relationships with local, knowledgeable project managers and like-minded professionals. You are invited to join the PMI-OC Orientation.

When:
Wednesday, July 20, 2011
6:00 p.m. to 8:30 p.m.
Registration will begin, and food will be served at 6:00.
Program starts at 6:30.

Where:
New Location:
Brandman University
16355 Laguna Canyon Road
Irvine, CA 92618

Cost:
None. Parking is free.

Questions:
membership@pmi-oc.org

Click here for more information and registration.

Volunteer Opportunites

Social Media

Content Distributor
Create content and distribute to Facebook, Twitter, and LinkedIn.

Engagement Manager
Create a community environment on Facebook, Twitter, and LinkedIn.

Information Technology

Website Event Editor
Set up events on the website following a predefined schedule.

Membership

Deputy to Membership Director
Support membership director.

Volunteer Coordinator 2
Shared position. Solicit volunteers and coordinate volunteer activities.

Communications

Internal Marketing Director
Lead communication efforts with members and potential members.

E-Blast Manager
Manage content and layout with Constant Contact.

Marketing Materials Brand Mgr.
Monitor and maintain the PMII ® brand standards.

Internal Marketing

URGENT!
Milestones Photographers
Need experienced and creative photographers for PMI-OC events.

Milestones Contributors
Write reviews of attended chapter events: dinner meetings, ATS, etc.

Programs

Dinner Meeting Chair
Plan and coordinate dinner meeting events.

Dinner Meeting Coordinator
Transport, set up, and troubleshoot audio-visual equipment.

Dinner Meeting Coordinator
Print and deliver name badges for dinner meetings.

Finance

Events Registration
Attend monthly chapter dinner meetings and assist with check-ins.

External Marketing

Advertising and Sponsorship
Need chair and volunteers to manage sponsorship options.

SoTeC Conference Coordinator
Liaison between 2011 SoTeC conference and PMI-OC.

Marketing Coordinator
Liaison between internal marketing and external advertisers and sponsors.

Advertising and Sponsorship Business Development
Contact corporations and educational institutions for advertising and sponsorship.

Career Opportunity Coordinator
Attend monthly dinner meetings and connect attendees with active recruiters.

Administration

Business Process Analyst 1
Document and publish chapter operations manual.

Business Process Analyst 2
Define, document, and publish job roles and organization chart.

Knowledge Management Analyst
Define repository structure, storage format, naming conventions, etc.

Deputy Dir. of Administration
Manage operations, including repository, board meetings, etc.

Strategic Programs Director
Support new initiatives in the programs area.

Speaker Coordinator for ATS
Find speakers for the four hour ATS, held on the first Saturday of each month.

Click here for specific details and descriptions of these positions.

VOLUNTEER OF THE MONTH

Jina Patel

Jina has been instrumental in revitalizing the career opportunity web pages. In the three months that she served in this role, the list of posted jobs has gone from three to 25.

Jina's attention to detail and continued customer service is a differentiator. Her willingness to serve and perform exemplary work is a testament to her dedication to excellence.

Jina has nine years of training and project management experience in pharmaceutical software, as well as three years of financial business analysis expertise in the real estate/financial services industry.

Joe Paradiso, PMP

PMI Agile
Certified Practitioner Exam Review Class

The PMI® Agile Certified Practitioner (ACP) is a **NEW INITIATIVE** from PMI that will validate your ability to understand and apply Agile principles and concepts.

Agile certified practioners will increase their versatilty in project management tools and techniques and demonstrate to employers and project stakeholders that Agile is a project management skill that they can apply as required by specific projects.

This five hour course will complete the required contact hours for ACP certification in time for the exam, and you can earn five PDUs.

LOCATION:
Vanguard University, Costa Mesa

PRICING: Register by	August 26
PMI-OC members	$ 450
Non members	$ 500
AT THE DOOR;:	
PMI-OC members	$ 500
Non members	$ 550
DISCOUNTS:	
PMI-OC Volunteers	$ 50 OFF
Corporate Discount	$ 50 OFF for three or more from same company

*Our instructor, **Mark C. Layton**, PMP is an organizational strategist and PMI certification instructor with over 20 years in the project/program management field. Mark is the Los Angeles chair of the Agile Project Leadership Network, founder of Platinum Edge, Inc., and author of "Agile Project Management for Dummies."*

Click here to register.

The Agilista

Donna A. Reed
Your PMI Agile Community of Practice Rep

How Agility Addresses Executive Concerns

A big discussion topic at the recent ten year reunion of the Agile Manifesto (called "Snowbird 10") was top management's lack of involvement in business agility. But why?

I've heard complaints that executives don't care about agility, team agility that is. What they care about is organizational and team performance and delivering value to customers. They don't really care *how* projects get done; they just care that projects *are* getting done to meet customer expectations and their ultimate effect on business.

If you understand what top management really cares about and how agility can address their concerns, then you can impact your organization's success, which they do care about.

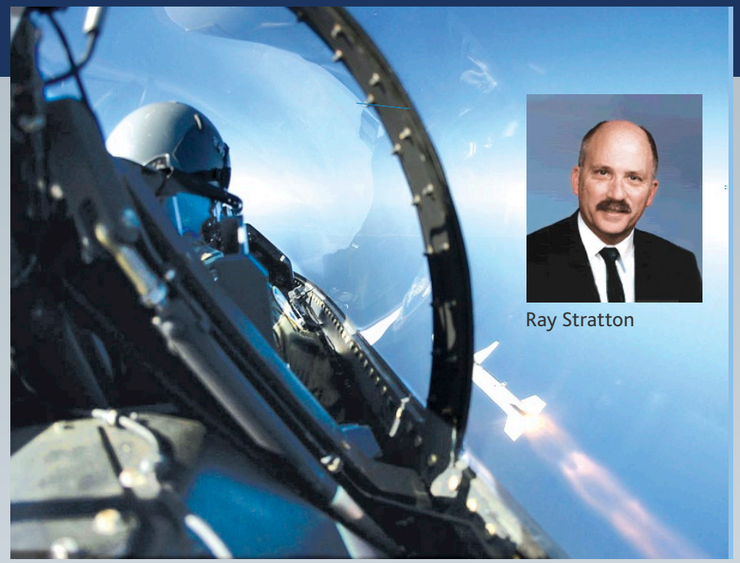
What Do Executives Care About?

They care about things that impact the value of the organization's solutions for their customers. Things such as:

1. **Time to Market**. How long it takes to deliver solutions to customers?
2. **Visibility in the Process.** Is work being done? If not, why not?
3. **Predictability**. How much work can actually be done and when.
4. **Quality**. Is it improving or getting worse?
5. **Success.** How do we measure it?
6. **Transition.** If agility can give me numbers one to five, then how do we achieve it?

If you want to know how agility addresses executive concerns, then you will want to listen to an excellent presentation of "Lean-Agile for Executives" at **http://ow.ly/5mnx5**, created from years of experience in dealing with top management and the transition to agility.

To see more articles, webinars, and tools about becoming an agile-lean project manager, go to **www.AgilistaPM.com**.



Ray Stratton

Everything I Needed to Know About Project Management, I Learned in a Cockpit

Can flying an airplane make one a better project manager? According to **RAY STRATTON**, a former Navy captain and president of Management Technologies, it can, and he showed us how during our June dinner meeting.

The same principles that Ray used to fly airplanes can be used to manage projects. Ray has logged in over a thousand hours of flight time, and he showed us several ways that pilots and project managers have not only a shared world, but also common traits.

For example, pilots are expected to manage their aircraft, meet passenger expectations, follow a flight path, observe and forecast weather conditions, and manage fuel.

Project managers are expected to manage their projects, meet stakeholder expectations, follow critical paths, observe constraints, and manage their budgets.

It seemed like Ray was guiding us through all the knowledge areas in the *PMBOK Guide*®, and at the same time, teaching us how to think like a pilot!

As a striking example between project management and flying, Ray presented an excellent computer demonstration of a C-5 that was flown into the ground on a clear day.

Several project management examples were drawn into what went wrong and what factors could have been done better. A computer model simulation and the actual cockpit recording were merged together by the Air Force because there were so many lessons to be learned.

They included lack of continuous monitoring (engines being turned off without watching the gauges), lack of clear delegation (three pilots, three flight engineers, and four engines), poor communication (everyone in the cockpit talking at the same time), failure to plan ahead (not following correct air path), and lack of leadership.

If there was one way to sum up the incident, it would be that nobody knew what was going on, and everyone became a passenger.

Ray spent the rest of the evening sharing his rules for project managers, including detailed planning (it might show you can't get there), knowing assumptions are a risk until proven true or false, evaluating multiple routes, following a plan until you can't follow it and get a new plan, and charging your team with keeping the whole project out of trouble.

Our evening ended with several raffles, including Ray's book and a weekend at the Wyndham.

Andy DaSilva, PMP

Negotiating
FOR PROJECT MANAGERS

KEITH MONTGOMERY, PMP
Vice President of Business Development at Discovix, Inc. was the speaker at our advanced topic seminar on June 4. Keith spent most of the past 15 years in business development, constantly interacting with people, processes, and technology.

Problem solving formed the core of his expertise as he developed technology solutions for international customers.

At the June ATS, Keith addressed the need for negotiation at all levels. Negotiation can be political (expression of power and domination) and/or qualitative and quantitative (equitable distribution of limited resources) to resolve conflict. .

Negotiation can also address perceived, as well as unexpressed, stakeholder requirements.

The seminar was punctuated by a healthy interaction within the group, and audience participation was high. Keith drew upon his professional and personal experiences to explain his points and encouraged the group to share their perspectives as well.

Group exercises and handouts increased participant involvement and progress.

Negotiation has been an issue for years, and Keith recommended the large knowledge base available across the internet as an indispensable source .

There are typically three stages of a negotiation process:

1. Pre-Negotiation
Gather as much information as possible. Analyze, evaluate, and prepare for the meeting. Determine strategy, and identify motivators and impacts of available options. It is important to disseminate meeting information in advance so that participants are prepared.

2. The Negotiation Meeting
Observe protocol. Probe the situation, but remain empathetic. Drive toward closure and agreement.

3. Post Negotiation Analysis
Evaluate the effectiveness of the planning and negotiation processes, and remember the lessons learned.

During negotiation, keep a few things in mind..

Learn to read body language.

Know your limits and hot buttons. Consider dealing with less emotional issues first.

Don't lose your cool. Try to defuse problem issues with acknowledgement, empathy, patience, and impartiality.

Prepare and practice.

A successful negotiation will result in an amicable outcome for all parties. Someone will win some of the time. Incremental gains will help reach an acceptable end result.

Keith summarized the keys to successful negotiation.

Identify alternative outcomes: the best, the next best, and

Continued on page 11

Photo by Steve Augustine, PMP

Negotiating
Continued from page 10

the range of acceptable results. Most negotiations will include some concessions.

Know the stakes, and identify the potential consequences.

Avoid personal issues; remain objective.

Know the participants; understand their interests and problems.

Know the other parties' preferences and traits, and use them to your advantage. Are they sensitive, judgmental, intellectual? What are their cultural backgrounds, biases, likes and dislikes, ethnic customs, alliances, common grounds, and comfort zones?

Understand key motivations. What do the participants really want?

Build trust. Negotiation is a partnership. The other person's cooperation can smooth the process.

Do not underestimate your power, and do not assume the other party knows your weaknesses.

Never accept the first offer. All the parties can leave with a feeling of selling short!

Keep issues in context at all times. While you look at the trees, don't forget the forest.

Sandeep Dighe, PMP

PMI ORANGE COUNTY CHAPTER

Fall 2011
PMP Exam Prep Workshop

Seven Saturdays
Beginning September 10

This workshop is intended for anyone who wishes to achieve their PMP® certification after meeting the **requirements as identified by PMI®**.

This workshop will help you prepare for exam success and provide the eligibility requirement of 35 contact hours in project management education. Participants will receive a classroom discussion guide, study questions on CD-ROM, and gain access to additional study material.

When: Seven Saturdays from 8 a.m. until 5 p.m.

September 10	Sept 17	Oct 1	Oct 15
Half Day Orientation	Sept 24	Oct 8	Oct 22

Where: Vanguard University
55 Fair Drive, Costa Mesa, CA 92626-6597

Cost: The workshop fee is per participant, payable at the time of registration. **Click here to register.**

- In Advance: PMI-OC Members $ 900; Non Members $ 1000
- At the Door: PMI-OC Members $ 1000; Non Members $ 1100
- Group Rate:* $800 each student

*The group rate is applied to three or more students coming from the same organization. So, if a prospective student convinces at least two co-workers to take the class, each person will pay only $800 for the workshop.

Before the first day of class: We recommend that each student purchase a copy of the *PMBOK Guide–Fourth Edition®*. Cost is around $40 on Amazon.com. We also recommend that you read the first three chapters and be prepared to discuss them in class.

Click here for more information and to register.

Click here to download a flyer to share with a friend.

PMI-OC Project Management Conference 2011

Enhancing Business Value with Project Management

September 13, 2011

3:00 to 9:00 p.m.
Wyndham Orange County

About the Event

On September 13, Project Management Institute, Orange County Chapter, will present a unique conference where attendees can learn concepts and techniques and discover tools to improve their project management skills.

The conference will include four tracks:

1. The **Project Management Education** track will focus on enhancing value for businesses using project management methodologies, tools, and techniques.

2. The **Soft Skills** track will address the importance of soft skills to enhance the effectiveness of project managers.

3. The **PM Career Development** track will help project managers in transition acquire skills to land their dream project management job. **This track will include a career fair where project managers can meet potential employers in the Orange County area.**

4. **The New/Young Member Orientation** track will provide new/young members with an overview of PMI-OC and the professional development opportunities available in the chapter. This track will also include an introduction to the new mentoring program being launched by PMI-OC.

This conference will be a great venue for project managers to network with their peers in Orange County. For PMPs, it is an excellent opportunity to earn four PDUs at a very reasonable price.

Who Should Attend?

This conference is open to business analysts, project managers, and project team members. It is open to both PMI members and non-members. PMI-OC members and volunteers will receive discounted admission rates.

PMI® ORANGE COUNTY CHAPTER

Tentative Agenda

***3:00**: Registration*
Career Fair
Breakout Sessions
- *Enhance Your PM Career*
- *New Trends in Project Management*
- *Leadership Skills for Project Success*

Vendor Showcases

3:30-4:15
Career Fair
Resume Reviews
Mock Interviews
Breakout Sessions
- *Landing Your PM Dream Job*
- *Risk Management: Keeping Pace with Change*
- *Four Roads to Nirvana*

Vendor Showcases

4:30-5:15
Breakout Sessions
- *Mentoring New PMs*
- *Project Communication: Virtual and Global Teams*
- *Negotiating Your Way to Project Success*

***5:15-6:00**: Speed Networking*

***6:00-6:35**: Dinner*

***6:35-6:45**: Opening Remarks*

***6:45-7:30**: PMI-OC Board Member Presentation*

***7:30-7:40**: Break*

***7:40-8:45**: Keynote Address:* ***Matt Brauning**: "Great Leaders and Project Success"*

SoTeC

Southland Technology Conference

"Positive Outlook, Charging Ahead!"
October 28 to 29, 2011 @ Long Beach Hilton

Industry Expert Keynote Speakers

Microsoft
"The Role of Planning & Marketing in Innovation"
Abizar Vakharia, Director, Microsoft Xbox 360, Kinect™
Guinness Book of World Records holder for Kinect™, Fastest Selling Computer Electronics Device

Experian
"Creating a Client-Centric Organization"
A Strategy for Sustainable Success
Faith Gaudino, Sr. Vice President, Global Program Management Office
Beth Wheat, Director, Global Program Management Office

McGarahan & Associates
"IT Technologies That Will Change the Way We Work"
Peter McGarahan, Founder & President, McGarahan & Associates
And a special presentation from...
Jake Henderson, Director of Computer Services, Mater Dei High School. "Implementing Mobile Technology of Mater Dei – Planning for the roll out of 2,200 iPads for Faculty & Students, Fall 2011"

Register by **September 28, 2011** and **save $50**

Member price (2 days): only $199
Non-Member $50 more
Corporate Discounts Available

More Info @
www.sotecconference.com
Twitter: @SoTeCConf
Join our LinkedIn group: SoTeC
Facebook page: SoTeC Conference

Four Tracks:
Project Management / Business Analysis
Quality Assurance / ITIL
Personal Development / Social Networking
Strategic Technologies (Cloud, Mobile Computing, etc.)

Additional Benefits:
A Job Fair and Resume Reviews will be available
Earn up to 11.5 PDUs, 13 CPEs, 11 CDUs by attending both days
Two Chances to win an Apple iPad 2!
SoTeC Inspiration Award – Nominations open in July 2011

Speakers & Panelists include Executives from these companies:
Avery Dennison, DIRECTV, Edwards Life Sciences, Experian, Guthy Renker, Metrolink, Robert Half, Salesforce.com, St. Joseph Hospital, Infoworld, State Street, Universal Music Group, Warner Chappell, Wells Fargo Capital Finance

Sponsor Organizations: PMI PMI QAI Global Institute QA Orange County Chapter QA San Fernando Chapter QA Inland Empire Chapter aitp IIBA Orange County, CA Chapter

Are your projects up to date?

Empower your team to update tasks any time, anywhere

Centralize project assets

Manage resource workloads

Track time & expenses

Customize reports

Prioritize your portfolio

PROJECT insight

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TRIBAL KNOWLEDGE

This recurring Milestones column was created by and for all of our PMI-OC members and fellows.

If you would like to share an "aha" moment, a book review, or lessons learned for a future Tribal Knowledge column, or if you have questions or suggestions, please write to milestones@pmi-oc.org.

We look forward to hearing from you!

Advanced Topic Seminars

July 9, 2011

Identifying Risks and Risk Mitigation

Strategies for Global Systems Consolidation Projects

Presented by

Prashant Kulkarni, PMP

Presentation topics will include typical business reasons for consolidating an ERP environment into a single system; approach, methodology, and phases of a consolidation project; risk identification during each phase of the project; and risk mitigation strategies and their implementation.

Prashant Kulkarni is a manager at PwC's advisory practice. Prashant's 22 years of professional experience span a diverse range of industries, including retail, aerospace, hi-tech, media, pharmaceuticals, consumer electronics, specialty chemicals, agriculture, food processing, automotive, trading, and manufacturing.

August 6, 2011

An Overview of the Sales Process

Influencing and Creating Agreements Without Power to Dictate: A Familiar Role for Project Managers

Presented by

Eric Gildenhuys

Seminar topics will include: an approach to business development and relationship management, increasing the individual's skills and abilities, and applying the methodology to real situations to maximize learning.

Eric Gildenhuys has over 20 years experience creating and managing international software sales, marketing, and services operations. He has held senior positions in both national and international companies. During the last seven years, Eric has been coaching international sales teams to win large complex deals resulting in over 15 percent growth per year.

Where:
Vanguard Univ.
55 Fair Drive
Costa Mesa 92626
Four **PDUs** each

When:
Saturday, July 9, 2011
800 a.m. to 12.00 p.m.
Saturday, August 6, 2011
8:00 a.m. to 12.00 p.m.

Cost:
In advance:
$45 members, $50 non-members
At the door: $60 for both

Click here for July details and registration.
Click here for August details and registration.

PMI Orange County
MILESTONES
July 2011, Volume 23, No. 7

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Index to Advertisers

Brandman University 16
The Carrera Agency 15
Project Auditors LLC 16
Project Insight 14
Qtask 15
UC Irvine Extension 15

Coming Events

July 9 ATS
Prashant Kulkarni:
Identifying Risks
See page 17.
Click here to register.

July 12 Dinner Meeting
2011 Project of the Year: SCE
See page 1.
Click here to register.

July 20
PMI-OC Orientation
Brandman University
See page 6.
Click here to register.

August 6 ATS
Eric Gildenhuys:
Overview of the Sales Process
See page 17.
Click here to register.

August 9 Dinner Meeting
Eric Gildenhuys:
Using Sales Techniques to Accelerate Projects

Aug 16 Summer Networking
Location to be announced
4:30 to 8:00 p.m.

September 3
PMI Agile Certification Training
See page 8.
Click here to register.

September 10 ATS
Diane Altwies:
Managing for Dollars

September 10 ATS
PMP Exam Prep Workshop Begins
See page 11.
Click here to register.

September 13
2011 PMI-OC Project Management Conference
See page 12..

September 21
PMI-OC Orientation
Brandman University

October 1 ATS
Margaret Meloni:
Conflict Management

October 28-29
2011 SoTeC Conference
Long Beach Hilton
See page 13.

Coming events may be subject to change.

ORANGE COUNTY CHAPTER

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