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OF INTERNAL CONTROLS
IN THE FIGHT AGAINST

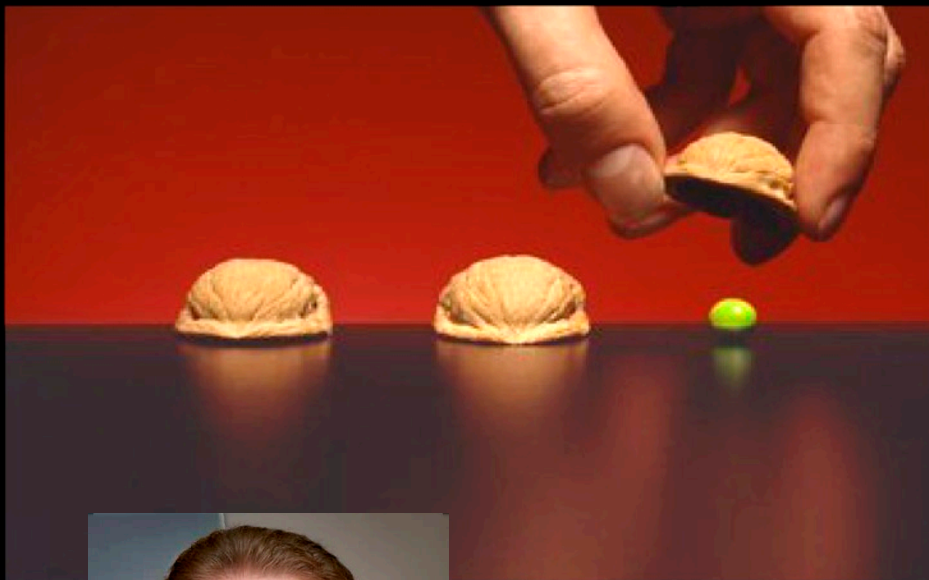
FRAUD

FEBRUARY 14
DINNER PRESENTATION

John Tonsick, CPA, our February guest speaker, is one of America's leading experts on fraud. John has published numerous articles on fraud and corporate governance and has been interviewed by *MSNBC*, *The Wall Street Journal*, and *CFO Magazine*.

An author, lecturer, and performing magician, John is a popular international speaker. He will keep you glued to your seat as he opens your eyes to the world of fraudsters, often those you trust the most, and will tell you how to protect yourself from their treachery.

[Click here for John's complete story and to register.](#)



2011

Board of Governors

Stephen June, PMP

President

Alvin Joseph, PMP

VP of Operations

Nora Goto, PMP

VP of Communications

Robbin MacKenzie-Thomas

VP of Administration

Richard Nalle, PMP

VP of Strategic Planning

Gregory Scott, PMP

VP of Finance

Sylvan Finestone, PMP

Past President

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Transitions

It seems like only yesterday that I took over as

president of the chapter. It has been an immensely rewarding, sometimes frustrating, but always an educational experience for the last two years. While I was initially reluctant to become president, I am now very grateful for the chance to not only serve the membership, but also to grow as an individual.

Most of you are aware of the new members of the board of governors who were recently elected. I now would like to announce the configuration of the new board as we begin the transition process. As a reminder, the chapter members elected three new people to the PMI-OC Board of Governors at large. The board then met, per our bylaws, to determine which governor would fill which position.

First, the incoming president is Greg Scott. Greg has served on the current board as vice president of finance and has done a superb job by outsourcing most of our bookkeeping functions, freeing up more time for his volunteers to work on more relevant chapter issues.

Adam Khamseh is the new vice president of finance, moving up from the second tier director of strategy.

Robbin MacKenzie-Thomas will be vice president of operations, moving over from vice president of administration. This is a major step up for Robbin. "Operations" drive the chapter. I can talk about a presidential vision, but the events that are created and executed in the operations area determine how the chapter is perceived and how it provides value to the membership.

Alvin Joseph, who was the vice president of operations, is switching roles with Robbin, becoming **the vice president of administration.**

Another new member of the board is **Dave Cornelius.** Dave has performed outstanding service this year as director of external collaboration. He is stepping up to become **vice president of communications.**

Cindy Pham, currently the director of information technology and doing a marvelous job at handling our website, will take over the role of **vice president of strategy.**

I will remain on the board as past president

Next >>

Volunteer Opportunities

<<Previous

President's Message

With the 2012 board in place, the next step is for the current governors to transition their collective knowledge to the new governors, who can then devise amendments and adjustments to the three year strategic plan.

We have accomplished a lot this last year, notably social networking and educational collaborations with outside vendors. But the new board of governors will provide a chance to view the chapter's growth and direction in a different light. A change of perspective is always beneficial to a volunteer organization.

The continued development and maturation of the second tier of volunteers, the directors, is critical to this new strategic board. All three of the new board members came from the second tier. The directors will be increasingly responsible for running the chapter, while the governors focus on chapter vision and strategy, rather than daily activities.

I look forward to a transition process that will give the chapter a new focus and renewed energy. If you get a chance, meet and talk with the new governors. They will be more than willing to discuss their vision of the future.

Stephen June, PMP
2011 President

Information Technology

Website Event Editor

Set up events on the website following a predefined schedule.

Membership

Membership Director

Implement PMI-OC's operation plan for membership growth, retention, and volunteer program.

Communications

Marketing Materials Brand Mgr.

Monitor and maintain the PMI® brand standards.

Internal Marketing

Milestones Photographers

Need experienced and creative photographers for chapter events..

Milestones Contributors

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

Programs

Dinner Meeting Chair

Plan/coordinate dinner meetings.

Dinner Meeting Coordinator

Transport, set up, and troubleshoot audio-visual equipment.

Programs

Dinner Meeting Coordinator

Print and deliver name badges for dinner meetings.

Finance

Events Registration

Attend monthly dinner meetings and assist with attendee check-in.

External Collaboration

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

Knowledge Mgmt. Analyst

Define repository structure, storage format, naming conventions.

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 monthly ATS.

[Click here](#) for details.

Newly Filled Positions

Director of Outreach

Silva Tottikalai

Director of Communications Technology

Rehan Tahir

Ambassador Chair

Laura Baker

Volunteer Chair

Lisa Hazelton

Sponsorship/Advertising Chair

Nick Zimmerman

eCommunications Chair

Deborah Cantwell

Reminder

During our recent survey, a number of members said that they are not receiving communications from the chapter.

We use the information provided to us from PMI® Global for member e-mails and phone numbers. If you have not updated your information in PMI, then it is very possible that we are not using the most current e-mail addresses and/or phone numbers.

Please go into the PMI website, not the PMI-OC website, and update your information, so that you can be aware of chapter events and offerings.

Thank you.

Scholarship Available

Each year, PMI-OC sponsors a \$3,000 scholarship in memory of Charles Lopinsky, PMP, PMI Fellow. This scholarship is awarded through the PMI® Educational Foundation and is open to students who are Orange County residents pursuing an undergraduate or advanced degree in project management.

[Click here for application.](#)
Deadline is June 1, 2012.

Self-Paced Online Course

PMI-OC has partnered with Core Performance Concepts to bring you this self-paced online project management course.

This course can be taken anytime and anywhere: your couch, the beach, your lunch hour, etc.

The program is intended for anyone who wants to understand the fundamentals of project management and may be thinking about becoming a PMP® or PMPs who want a refresher on fundamental concepts.

There are eight modules in the series for three PDUs per module; that's a total of 24 PDUs.

1. Project Management Overview
2. Starting the Project
3. Project Planning Basics
4. Project Estimating and Risk
5. Developing Project Schedules
6. Project Communications
7. Leading the Project
8. Monitoring, Controlling, and Closing the Project

Registration will be available through June 1, 2012.

[Click here](#) for more information and to register.



New Members

Dante Armstrong
Virgil Basa
Darren Bui
Dan Cagney
Stephanie Como
Arturo De Guzman
Eugene Gluhareff
Caron Gomes
Joel Graboff
Lynn Greene
Sharon Jewell
James Kerchner
Kristen Kiley
Ramamohan Lankalapalli
Laurie Le
Mostafa Mahboob
Aakash Makkar
Charles Murray
Debi Nagy
Prasad Naik
Robert Pavelic
Hari Pinninti
Sai Pratap
Jeneane Prince
Jon Schulz
Amity Siu
Eric Storrie
Shraddha Uphale
Virginia Whatley
Howard Wittenberg
Dawn Woodruff
Diane Zanca

New PMPs

Nathan Bystedt
Jacob Goldstein
Nardy Khan
Thomas Mason
Jian Peng
Connie Truong

At the January Meeting

PMI-OC hosted the first dinner meeting of the new year at the Wyndham Orange County on January 10, 2012.



Left: Dave Cornelius and Indika Sekera
 Above: new member Amity Siu
 Carrie Rayner and PMI-OC Fellow Frank Reynolds



Chapter members and guests networked and socialized with project management professionals from a variety of industries. As they enjoyed cocktails before dinner, attendees got to know each other and made valuable business connections.

After a delicious three course dinner from the Wyndham's Silver Trumpet restaurant, **Volunteer Chair Lisa Hazelton** presented Volunteer of the Month certificates to **Tim Luk** and **Rajini Chawla** for their contributions and commitment to PMI-OC.



Tim Luk (left) has been a member since 2007 and was recognized for his exceptional work with the ATS series and his commitment to the chapter.

Rajini Chawla (below) has been a member for three and half years and shared her thoughts, "Volunteering for PMI-OC has been a great learning curve, experience, and networking opportunity. I have an IT background, and it has been great to meet and network with other project management professionals in different industries."

Next >>

At the January Meeting

<<Previous

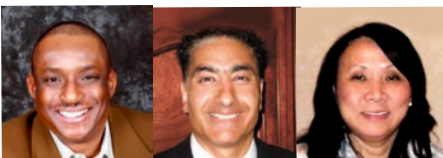
Mike Graupner and **Robert Pettis** were named PMI-OC Fellows for 2011. This is the chapter's highest honor.



PMI-OC Fellows are selected for their long term service and selfless dedication to the project management profession.

See the **next page** for more about the 2011 fellowship awards.

2011 President Stephen June introduced the newly elected board members, **Dave Cornelius**, **Adam Khamseh**, and **Cindy Pham**.



After a short break, attendees participated in an interactive presentation with our guest speaker, **Lindon Crow**.

Does Your Thinking Limit Your Success?

Lindon Crow

showed us how to overcome our worst enemy at times, ourselves! He included practice exercises and topics on understanding the correlation between "thoughts" and the limited results they produce.



A raffle with great prizes ended the evening.

The chapter invites you to attend next month's dinner meeting, where you will learn

how to fight fraud and experience some awesome magic. (see page 1.) It will be a night to remember.

Indika Sekera

At the January Meeting

2011 PMI-OC Fellows



Mike Graupner, PMP

received his 2011 fellowship award from 2010 Fellow Warren Nogaki.

Mike's most enduring contribution to PMI-OC has been to the PMP® exam prep program. Under his leadership, the chapter increased the overall quality of the program and updated it to meet the needs of members and the local community.

Mike's involvement with the PMP exam prep began in 2002 when he took the course, saw room for improvement, and volunteered to manage the program.

Mike's first step was to expand from a small handful of instructors to a broad group of trained volunteers. His next steps were to increase the quality of the materials, host concurrent prep classes in multiple sites, and share his success with PMI-LA.

Mike has also conducted numerous ATS programs, including *Monkey Management*.

Mike entered the project management profession through the aerospace industry. His current venture is Graupner Cumming and Associates, which combines project management coaching, mentorship, and skill development.

Robert Pettis, PMP

received his 2011 fellowship award from 2006 Fellow, Janice Preston,

Bob is the long-standing committee member who has partnered with Judith Berman to make the Advanced Topic Seminars happen each month. He started working on the event in 2004/2005.

Bob joined PMI-OC in the 90s and felt like an outsider

at first. But he gradually became more involved and began collaborating on the Advanced Topic Seminars. He has been a presenter, attends nearly every session, and is fascinated by the wealth of knowledge in our community. He believes the speakers are worth listening to, and his involvement has stimulated his insight into project management.

Bob has been an engineering project manager with a variety of companies. Bob said, "When I came to California 23 years ago, I thought the streets were paved with gold. Then I found out they expected me to do the paving!"

Listen to Bob when he says, "Project management is far beyond the perfect world depicted in the PMBOK® Guide."

Janice Preston, PMP

Effective

Client Interactions and Negotiations

Eric Gildenhuis

of Rezultant Inc. led an engaging and focused discussion about effective client interactions and negotiations at our advanced topic seminar on January 7, 2012.

Eric presented a framework that establishes a trusted relationship with the client or stakeholder. He energetically demonstrated how his tools and techniques help project managers promote themselves, their projects, and their business when dealing with internal or external clients or stakeholders.

Eric's framework begins with an understanding of the components of an effective business meeting, especially the first meeting.

We learned:

- The critical success factors for effective client interactions and negotiations,
- The components for an effective conversation, meeting, and negotiation, and
- To apply these tools and techniques by practicing in class.

The framework includes:

- Establishing realistic meeting goals,

- Avoiding negotiating against yourself,
- Determining if you are dealing with the true decision maker,
- Seeking the critical information necessary to create a compelling story in support of your projects,
- Identifying the iterative process to build a trusted advisor relationship with your client, and
- How clients behave differently if they are seeking your knowledge with the intent of implementing the project themselves, if there is external competition, or if the client is not serious about the project.

A successful engagement starts with understanding the client's ongoing and changing needs. To do so you must learn to uncover the **PVVPP** factors:

- Identify their **Pain**.
- Understand the stakeholder's **Vision**.
- Understand the **Value** of a solution.
- Negotiate with the **Proven** decision maker.
- Then make and implement a **Plan**.

This is an iterative process. As you meet each stakeholder, you should ask, "Who else is involved with this project? What else is needed? And what is the next step in the discussion or negotiation?"

Demonstrate competency by showing subject matter expertise, asking intelligent questions, and showing sincerity. You will earn stakeholder's trust and respect, which is the start of a successful relationship.

Don't forget to periodically ask yourself, "Is this project still worthwhile?"

Jack Roth, PMP



A frequent speaker at PMI-OC events, Eric Gildenhuis 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, and has recently been coaching international sales teams.



The Agilista

Donna A. Reed

Your PMI Agile Community of Practice Rep

Risk Management is Inherently Built into Agile Projects

Risks are those uncertain things that could adversely affect a project's success. Even with simple projects, things can, and do, go wrong. We need to plan for these events.

Risk management is not that different between agile and traditional projects. It is a process of identifying, assessing, responding, and monitoring to mitigate risks.

The risk management process is built into the way Agile projects are run: frequent delivery, constant inspection, and adaptation.

Agile projects produce a continuous series of usable solutions in very short cycles called Iterations. Each solution is assessed, issues are identified, the task backlog is reviewed, and the most important tasks are scheduled for the next iteration.

The key is to fail fast. Do the risky stuff first and fail as early as you can. That means identify risks early, and implement risk mitigation strategies *continuously*, not just as an exercise at the beginning of a project.

Read more about Agile at www.AgilistaPM.com

Join PMI's Agile Community of Practice at <http://agile.vc.pmi.org>

Value Proposition

We want to herald your success!

The 2012 Project of the Year selects the first, second, and third best projects completed in 2011 through a simple nomination process.

If you are a leader responsible for successful projects in your organization, this is a great opportunity to be honored and recognized for the hard work of your team. Your team will see you as a hero for acknowledging their efforts.

The 2012 POY value proposition is created to highlight your achievements. It begins by telling more than 22,000 Orange County business leaders that you and your company did the best project management project in 2011.

Next, a dinner event is held in your honor, and your friends along with a few hundred guests are invited to honor

your success. At the event, you get to share the secret sauce and best practices used to win the 2012 POY Award.

We follow this by highlighting your success on our website, in the *Milestones* publication, and through our social media channels.

But wait, there's more . . . The first, second, and third best projects receive \$1,650, \$1,400, and \$900 respectively in new knowledge services from PMI-OC.

With that said, be "The Best Darn OC Project" and win the 2012 POY Award by visiting www.pmi-oc.org and nominating your project and team.

Remember, you can't win if you don't apply. I am cheering for you because you are valuable!

Dave Cornelius, PMP

Director of External Collaboration and Marketing

Recent PMI-OC Project of the Year Awards



2009: Behr Paint



2010: The Boeing Co.



2011: So Cal Edison

Nominations are Open



Deadline for Nominations

Preliminary chapter level nominations are due no later than **March 12, 2012**. They are to be submitted to PMI-Orange County Chapter.

Who Should Participate

Projects from throughout the world are encouraged to participate, regardless of size, industry type, or location. PMI® affiliation is not necessary.

Who Can Nominate

Anyone. Self nominations are welcome. Nominations should be made to PMI-OC.

[Click here](#) to download a flyer.



2012 Project of the Year

The PMI-OC 2012 Project of the Year (POY) Award will recognize the best project management projects in Orange County.

The top three projects will be selected based on the greatest benefit to stakeholders and the quality of project management best practices. **Participation is free!**

Prizes

- First place: Three free PMI-OC professional development products, a \$1,650 value.
- Second place: Two free PMI-OC professional development products, a \$1,400 value
- Third place: One free PMI-OC professional development products, a \$900 value.

Key Dates

- **January 2, 2012:**
Nominations open
- **March 12, 2012:**
Nominations close
- **April 9, 2012:**
Finalist determined
- **May 14, 2012:**
Finalist announced
- **June 12, 2012**
Presentation and recognition at PMI-OC dinner meeting

Recognition

- Presentation and recognition dinner to honor first, second, and third place winners
- Article in *Milestones* for the first place winner
- Winners listed on the PMI-OC website
- Banner ad on the PMI-OC website for the first place winner
- Ad in the *Orange County Business Journal* announcing the first place winner
- Video presentation of the first place winner's interview, available on the PMI-OC website and *YouTube*.

PDF Downloads

- [Read Me First](#)
- [Nomination Guidelines](#)
- [Eligibility Form](#)
- [General Information Form](#)
- [Nomination Checklist](#)

For more information

- [Create an account, sign in](#)
- E-mail: POY@pmi-oc.org

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Su11-63 OC

Reach Higher

Choose the Project Management (PM) Certificate Program That's Right for You—and Earn PDUs!



PM Essentials: For project team members, stakeholders, and anyone managing a project. subproject or work package, regardless of job title. Tuesday through Friday, February 21-24 or Saturdays beginning March 10. Includes a one-day MS Project course.

PMP® Bootcamp: Ideal for those seeking a more formalized approach to PM or PMP® exam preparation. This one-week course begins April 9.

PM Master's Forum: Take your skills to the next level, even if you already hold a PMI® credential. Apply best practices, share lessons learned, and serve as the project review authority all on real-world projects. Half-day monthly meetings beginning Saturday, April 14.

For more information, go to www.ccpe.csulb.edu/ProjectManagement.



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- Strengthen interviewing techniques.
- Employ effective communication.
- Enhance listening skills.
- Increase productivity.
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- Improve your ability to organize team meetings.
- Gain valuable experience in delivering presentations. Receive and give effective evaluations: essential skills for project managers and professionals.

Be our guest and attend one of our meetings.

Mondays, 7:00-8:30 pm
Carrows Restaurant
16931 Magnolia
Huntington Beach 92647

[Click here for map.](#)

Meeting Schedule

February 06
February 13
February 27

Learn more at:
www.ocprojectmasters.org



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Milestones

February 2012
No. 2, Volume 24

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Viewing Milestones

You may have downloaded this issue of *Milestones*, or you might be viewing it online.

Online Viewing

Click on the image at the right for the *Milestones* image on the PMI-OC website.



Then click on the *Milestones* cover, and view the entire issue online.

Download

Click here to download the current issue.

Bookmark or save the link below and check near the first of each month for the latest version.

www.pmi-oc.org/associations/8871/files/MS-current-sm.pdf

March 3, 2012

Best Practices for Program Management Processes



Presented by **Prashant Kulkarni**

Prashant Kulkarni is a director at PwC's advisory practice. His 22 years of professional experience span a diverse range of industries, including retail, aerospace, hi-tech, media, pharmaceuticals, consumer electronics, specialty chemicals and automotive, to name just a few.

By the end of this presentation, the attendees will understand (1) the difference between program management and project management, (2) program management processes, (3) program management measurements, (4) high level processes for program management, (5) program governing models, and more.

April 7, 2012

Crossover Lessons Learned from Construction and IT Projects



Presented by **Linda Shields**

Linda Shields is PMP and LEED AP certified and has 30 years experience in construction project management. Linda has been a construction project manager at Clark Construction Group for over 20 years. She holds a civil engineering degree from the University of Maryland.

By the end of this presentation, the attendees will be able to (1) explain how construction project and IT risks differ, (2) explain how construction and IT estimating and planning differ, (3) describe how some of the IT tools and techniques are used in construction project management, and more.

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

When:
Saturday, Mar 3, 2012
8:00 a.m. to 12.00 p.m.
Saturday, Apr 7, 2012
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 Mar 3 details and reistration.
[Click here](#) for Apr 7 details and registration.

PMI Orange County MILESTONES

February 2012, Vol. 24, No. 2

MILESTONES is published monthly for the members of the Orange County Chapter of the Project Management Institute. Advertising is welcome. However, its publication does not constitute endorsement by the chapter or the Project Management Institute.
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Qtask 14
UC Irvine Extension 11

Feb 6 OC Project Masters Mtg.

Weekly meetings: Mondays, 7:00 pm at Carrows, Huntington Beach. No meetings on third Monday of the month.
[See page 13.](#)

Feb 14 Dinner Meeting

John Tonsick, CPA, CPE
"The Role of Internal Controls in the Fight Against Fraud"
At The Wyndham Orange County
[Click here to register.](#)

Feb 22 Networking Event

At Claim Jumper, Costa Mesa
[Click here to register.](#)

Mar 3 ATS Prashant Kulkarni

"Best Practices for Program Management Processes"
At Vanguard University
[Click here to register.](#)

Mar 12 POY Nominations Close

Hurry, this is your last chance to submit your project. Win prizes and recognition for project excellence.

Mar 13 Dinner Meeting

Sylvan Finestone
"Project Management:: A View of the Future"
At The Wyndham Orange County
[Click here to register](#)

Mar 16-18 PMI Region 7

Leadership Summit, Honolulu, HI

Mar 21 Member Orientation

At Brandman University

Apr 7 ATS Linda Shields

"Crossover Lessons Learned from Construction and IT Projects"
At Vanguard University
[Click here to register.](#)

Apr 10 Dinner Meeting

Dr. Don Saracco, Ed.D
"Organization 3.0"
At The Wyndham Orange County
[Click here to register](#)

Apr 28 PMP Exam Prep Workshop

Orientation, at Vanguard University
[Click here to register.](#)

May 5 ATS Mike Graupner

Topic to be announced.
At Vanguard University

May 8 Dinner Meeting

Jason Scott
"Communication as a Leadership Tool"
At The Wyndham Orange County
[Click here to register](#)

May 16 Member Orientation

At Brandman University

Events may be subject to change.



Project Management Institute
Orange County Chapter, Inc.
P. O. Box 15743, Irvine, CA 92623-5743