

[www.pmi-oc.org](http://www.pmi-oc.org)

[www.pmi.org](http://www.pmi.org)



August 9  
Dinner Meeting  
Presentation

# Sales

## TECHNIQUES FOR PROJECT MANAGERS

**Eric Gildenhuis**, international marketing coach, will discuss effective business communications. Eric will present techniques and approaches to increase an individual's "conscious competence" skills and enhance their interactive abilities, especially during business meetings.

Eric will use a group exercise to demonstrate the value of recognizing and understanding different personalities, such as the *promoter*, the *controller*, and the *analyzer*.

The exercise will show attendees how to promote effective communication.



Eric will close with a summary of the components and critical success factors that identify great performers. This topic is especially relevant to people who are responsible for

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interacting with others as a major part of their careers.

Please join us and gain from Eric's knowledge.

[Click here to register.](#)



## 2011 PMI-OC Project Management Conference

Every year the chapter stages a special event primarily for the benefit of its members. Last year's event was called "An Evening of Transition," in recognition of the difficulties many of our members were experiencing in the job market.

This year's event, on September 13, will be titled "Enhancing Business Value with Project Management." The conference will give attendees a chance to learn new concepts, tools, and techniques to improve their project management skills. The conference will have three tracks: PM Education, PM Soft Skills, and PM Career Development. As you can see, we have broadened the direction to appeal to a wide variety of our members with topics that are pertinent and timely to all of our careers as project managers.

The overriding notion is that as project managers, we provide significant value to a company's bottom line. This conference seeks to increase our abilities to deliver that value.

We have some very interesting speakers lined up. The keynote speaker is **Matt Brauning**, who will speak on great leaders and project success. Another fea-

tured speaker is **Frank Parth, PMP**, who is a current member of the PMI® Global Board of Directors and a long-time member of our chapter and a PMI-OC Fellow. Frank will speak on the concept of viewing project management as a strategic competency for the business world today. Two past chapter presidents, **Marty Wartenberg** and **Kristine Hayes Munson, PMP**, both PMI-OC Fellows, are also speaking at the event.

Like the career fairs of the past, the chapter is hard at work bringing in ten to 15 employers to the conference, along with about five consulting companies. The vendors will have tables set up for you to visit during the event.

For those of you who would like to further your chapter participation, the membership team will have a table with information about volunteering (which includes earning additional PDUs).

The event begins at 3:00 p.m. and will run until 9:00 p.m. at our regular dinner meeting location, the Wyndham Orange County in Costa Mesa. There will be a buffet dinner and only

a very limited amount of chapter business. The central idea is to provide maximum value while making the experience as enjoyable as possible.

It promises to be an exciting and valuable afternoon and evening. I look forward to meeting you. Please come, pick up your PDUs, network with other project managers, and meet the chapter's leaders. [See pages 12 and 13](#) for more details.

**Stephen June, PMP**  
2011-2012 President

### 2011-2012 Board of Governors

**Stephen June, PMP**  
President

**Alvin Joseph, PMP**  
Vice President of Operations

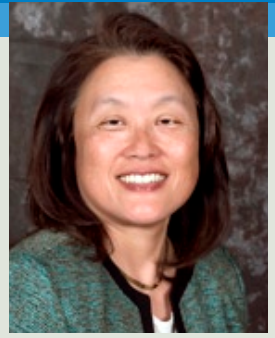
**Nora Goto, PMP**  
Vice President of Communications

**Robbin MacKenzie-Thomas**  
Vice President of Administration

**Richard Nalle, PMP**  
Vice President of Strategic Planning

**Gregory Scott, PMP**  
Vice President of Finance

**Sylvan Finestone, PMP**  
Past President



## The Value of a Relationship with PMI-OC

*"Today we are faced with the preeminent fact that, if civilization is to survive, we must cultivate the science of human relationships . . . the ability of all peoples, of all kinds, to live together, in the same world, at peace."*

Franklin D. Roosevelt

Currently, most of us agree that the "science of human relationships" means a highly competitive market for business, resources, employment, attention, and accomplishment. But how do we leverage ourselves, our skills, and our information sources to improve and align with this greater demand? How might we prepare for future markets and employment? PMI-OC understands these issues and provides opportunities to learn and find answers to these questions.

PMI-OC's mission statement is, "We promote project management by providing services, tools, and knowledge to project sponsors, project managers, team members, and the community. We also provide a forum for networking and opportunities for social interaction."

**Bottom line: our relationship with you matters.**

The PM-OC communications team consists of marketing and IT. IT manages our website and technology, and marketing delivers chapter information using three separate teams.

**Internal marketing** is responsible for our e-mail blasts, event announcement postcards, and *Milestones*.

**External collaboration** is responsible for our corporate, educational, and advertising/ sponsorship relationships.

**Social media** is responsible for our presence on Facebook, LinkedIn, and Twitter.

This year, PMI-OC launched its *Milestones* publication via an online magazine platform for improved functionality and access. We also changed the *Milestones* format to improve the online readability experience. Using quarterly postcards, we expanded event notification, and we regularly post content on **LinkedIn** and **Twitter**. We also recently launched our **Facebook** page.

Future plans include greater integration with businesses and educational institutions, so they can utilize PMI-OC as an information

resource and access the chapter's skilled PM professionals via the external collaboration area.

In addition, we have rebranded *Milestones* and marketing collateral and will soon rebrand the website using the *PMI® Brand Standards*. [See page 18](#) for details. The PMI brand creates a consistent approach in promoting the project management message and profession.

Our primary message is, "We are here for you." We want to provide direct access to information about events that will enhance your skills and knowledge; we want to offer courses and content to promote project management in the community; and we want to offer personal networking and new media that are so critical for addressing the evolving "science of human relationships."

Connect with us by making [www.pmi-oc.org](http://www.pmi-oc.org) a **favorite**, by **joining** us on LinkedIn-Project Management Institute-Orange County, by **liking us** on Facebook-PMI-Orange County Chapter, and by **following us** on Twitter-PMIOOC.

**Nora Goto, PMP**  
2011-2012 VP of Communications

# 2011 PMI-OC Project of the Year



At our July dinner meeting, the 2011 PMI-OC Project of the Year Award was presented to the Southern California Edison (SCE) team that led the implementation of the SmartConnect™ system. The project will now advance to candidacy for the 2011 PMI® Global Project of the Year.

Albert Cruz, the chapter's outreach project manager, introduced the three recipients from SCE: Paula Campbell, Nu Pho, and Mindy Terry, and presented an elegant trophy to each of them.

**Paula Campbell** (above left), Director of the SCE SmartConnect Project Management Office, started the presentation with a review of the goals, challenges, results, and future plans for the SmartConnect program and the clean energy future strategy. Considering the critical role of IT in the success of the program, the IT organization was made

part of the SmartConnect team, reporting to the PMO, as well as the CIO.

At first, the team resisted the governance model for the project, but came to rely upon it for support as the project matured. Their "Integrated Process Control Model" was built upon a foundation of controls and best



practice management processes. Stakeholder management was critical as the project grew from 12 to nearly 1,000 people. **Nu Pho** (above center), Senior Program Manager for Information Technology, followed with a discussion of the IT infrastructure and how it needed to support an increase from about five million to 5.6 billion meter reads a month.

The project required a dedicated team and exemplary teamwork to manage the large number of business, system, and test requirements and to implement, manage, and integrate multiple vendors and a diverse structure of SCE employees, contractors, contingent workers, and consultants.

**Mindy Terry**, (above right), Project Management Controls Manager, talked about the controls used to plan and manage the large, multiphase, multidiscipline project. Actionable information needed to be tailored so that management received only what it could use, such as placing program milestones at the top of the schedule for high visibility.

Next >>

"Givers" and "receivers" were created in the schedules to provide the linkage between the several phases, enabling coordination and synergy.

A third party application quickly made PowerPoint presentations from project outputs, saving significant time and enabling quick

accurate and reduced baseline changes.

The meeting was concluded with a raffle and closing comments by Albert Cruz and the emcee for the evening, Teresa Ortega Rosenbaum, PMP.

Neil Lennertz

**SCE SmartConnect Team**  
(in alphabetical order)

- Kathleen Andrade
- Paula Campbell
- Gregory Cimmarrusti
- Steven DeSalvio
- Albert Hayashi
- Peter Lin
- David Lotspeich
- Snehal Patel



management review. Frequent "lunch and learn" sessions established a common lexicon and understanding within the team, facilitating communications and establishing the credibility of project management principles. A key success factor, and now a best practice, was chartering the project later than usual, after specification development, which made scoping more



- Nu Pho
- Arlene Rocabado
- Gene Shao
- Mindy Terry
- Gordon Tomaske
- Mo Zia
- Albert Cruz (fourth from left)  
PMI-OC POY  
Project Manager

# At the July Dinner Meeting



Left:  
**Albert Cruz**  
PMI-OC POY Project Manager

Below:  
The Southern California Edison  
SmartConnect™ team joins  
PMI-OC for dinner at the  
Wyndham.



Above:  
OC Project Masters  
Toastmasters Club for  
Project Managers. PMI-  
OC is a charter member.  
See page 18.



Above:  
PMI-OC Vice President of Finance  
Greg Scott networks with  
Victoria Ju and Annette Parsons.

Right:  
Master of Ceremonies  
Teresa Ortega Rosenbaum



# Volunteer Opportunities

## 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 PMI® brand standards.

## Internal Marketing

**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 / coordinate dinner meetings.

**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.

**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 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 ATS, held on the first Saturday of each month.

[Click here](#) for specific details and descriptions of these positions.

# New Members

- |                   |                    |
|-------------------|--------------------|
| Karen Aalders     | Kashif Peter       |
| Chris Alwood      | Victoria Pilko     |
| Jonathan Andry    | Shawn Richeson     |
| Irene Arredondo   | Jonathan Roth      |
| Cindy Berry       | Kerstin Schultz    |
| Keith Bishop      | Morgan Shih        |
| Oscar Bucklew     | Scott Smith        |
| Anh Cam           | Michael Strohmeier |
| Valerie Cao       | Anne Tomasyan      |
| Mary Carlson      | Adrienne Turley    |
| Guopin Chen       | Lon Verstuyft      |
| Tanya Cucueco     | Patrick Walsh      |
| Lou Dantonio      | Allen Wilson       |
| Rodney Dor        | Afshin Yaminrafie  |
| Sue Edgerton      | Thomas Yim         |
| Bertha Galech     |                    |
| Wm. Grant-Minchen |                    |
| David Haltom      |                    |
| Nagoorgani Harun  |                    |
| Marlene Hickle    |                    |
| Yvonne Huynh      |                    |
| Victoria Ju       |                    |
| Ponci Kaylor      |                    |
| Kyle Kiel         |                    |
| Sudheer Kotha     |                    |
| Julie Anne Lao    |                    |
| Christopher Lara  |                    |
| Jon Leonhardt     |                    |
| Jacqueline Loo    |                    |
| Kaan Lu           |                    |
| Adam Marley       |                    |
| Brittany Martello |                    |
| M. D. Metivier    |                    |
| Ellias Nardini    |                    |
| Karen Nguyen      |                    |
| Richard Olson     |                    |

**On June 21, PMI-OC held its first summer networking event at the Claim Jumper in South Coast Plaza.**

The goals were to practice networking, to socialize, and to have fun. There was lots of energy



and interaction, resulting in new business and personal relationships. Attendees agreed that the get-together was a success and they would attend similar networking events in the future.

Led by **Robbin Mackenzie-Thomas** (above left), we began with an ice breaker of probing, but fun, questions to get the participants to mingle, start conversations, and learn something about each other.

The attendees were encouraged to follow up with additional questions and to listen attentively and focus on the other person. As an added incentive, the attendee with answers to the most questions would win a prize.

After the exercise, recruiter **Steve Myers** (below) from Outsource Technical spoke about hiring trends in Orange County, identified the largest PM employers, discussed OC business analysts, and networking "101."



Afterwards, Steve led the group in an exercise to develop listening skills and empathy with another person.

The group then broke into pairs. One person described a current business situation that they

were facing. The other person's responsibility was to listen without interruption and, after a set time limit, offer a recommendation to address the other person's situation.

The pair then switched roles, and performed the same exercise. The feedback was positive; some people indicated that they heard new solutions and perspectives that they had not already considered.

For added resources, **Robbin Mackenzie-Thomas**, VP of Administration, distributed a 2010 list of the top 75 Orange County employers as compiled by the *Orange County Register*.

**Joe Paradiso**, the chapter's membership director, talked a bit about our chapter, details of the next new member orientation meeting, volunteering for the chapter, and answered questions from new members and guests.

**Neil Lennertz**

# Identifying Risks During Consolidation Projects

**W**hen management consolidates platforms from different business systems, how would a PM identify the risks involved, and how are those risks managed? And how is a consolidation project different from a typical IT project?



Those were the questions addressed at our July advanced topic seminar led by **Prashant Kulkarni, PMP** from Price Waterhouse Cooper Advisory Services, Prashant has over 20 years experience in various industries and presented detailed slides, discussion points, and group exercises to explain how a PM would evaluate and mitigate risk during a consolidation project.

In our first discussion, Prashant asked why businesses consolidate systems. From a high level perspective, business drivers can be divided into two camps, internal and external.

Examples of internal business drivers could include a new cor-

porate strategy; a recent merger and/or acquisition, business standardization, and economies of scale.

Examples of external business drivers could be regulatory requirements or global reporting standards.

We followed this discussion with the first group exercise, identifying a consolidation project and the factors driving it.

The next discussion covered the main phases and scoping development for a consolidation project. Risk areas, such as technology, business operations, change management, and program management would have to be considered for each phase.

Prashant discussed the ways a PM should develop a structured methodology, including appropriate activities and outputs per phase, including project description, design, development, implementation, and the go-live support.

We followed this discussion with our second group exercise, identifying all the phases and developing appropriate scope statements for each.

The next discussion involved risk analysis and mitigation strategies. Typical risks could be incorrect assumptions and unrealistic goals during the project description phase, missing data and poor change management development during the design phase, lack of resources and standards changes during the development phase, data mismatches and lack of business resources for training during implementation phase, and indecisiveness and long punch lists during the go-live/support phase. We followed this discussion with another group exercise.

In summary, consolidation projects are different from other projects. Risk planning must be well thought out and developed during all phases of a consolidation project.

**Andy DaSilva, PMP**



# The Agilista

Donna A. Reed  
Your PMI Agile Community of Practice Rep

## Agile vs. Lean

Lean and Agile software development share many characteristics, including quick delivery of value to the customer. But they differ in a few significant ways:

### Adaptability or Waste

Agile uses a narrow scope of developing code, with focus on adaptability later.

Lean looks at the bigger picture where development is occurring, with focus on eliminating waste. Waste does not contribute value and includes inefficient processes, unnecessary documentation, and features that won't be used.

### Building Quality In

Agile uses post-implementation integration and testing to detect defects. Testing is usually a separate step after code is delivered.

Lean is about preventing defects in the first place. QA is a constant process, and QA activities/people are involved during, not after, the development. Lean is also about controlling work in process (WIP) at each step, focusing on completing work, not just starting it.

### They Complement Each Other.

Successful real world projects will leverage both Agile and Lean to deliver quick value and quality. You can start becoming Agile today by continuously evaluating your processes, including WIP, and using iterations where they make sense.

[Click here for more details.](#)

September 3, 2011

## 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 practitioners will increase their versatility 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 people from the 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 for details and to register.](#)

## 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**  
**Half Day Orientation**

Sept 17	Oct 1	Oct 15
Sept 24	Oct 8	Oct 22

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

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

**In Advance:**

PMI-OC Members	\$ 900
Non Members	\$ 1000

[Click here](#) to register.

[Click here](#) to download a flyer

**At the Door:**

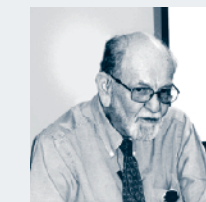
PMI-OC Members	\$ 1000
Non Members	\$ 1000

**Group Rate:\*** \$ 800 per person

**Before the first day of class:** We recommend that each participant 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.

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

## REMEMBERING John Bing



*"I miss John Bing."*

*It's been over six months since one of our PMI-OC founders, John Bing, left us.*

*John represented the very best in professional project management. In the early years of our chapter. It was John who organized a project management training program offered to our members at a local community college. This series led to our PMP prep course, and the UCI project management certificate series.*

*You could call John any time and bounce a concept or idea off him, and he would always give you a truthful answer, like it or not.*

*John loved construction projects, felt they were managed well. Agreed.*

*He did not like military projects, felt they spent too much money. We disagreed on this issue, and argued all the time. I'm not sure I ever won an argument with John, but it was fun debating him.*

*Like many of us, I miss that guy.*

*Quentin Fleming*

## PMI-OC Project Management Conference

### 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 three tracks:

- **Project Management Education**
- **Soft Skills**
- **Project Manager Career Development and New Member Orientation**

The **Project Management Education** track will feature topics about enhancing business value with project management methodologies, tools, and techniques.

The **Soft Skills** track will stress leadership and negotiation skills to enhance project managers' effectiveness.

The **Project Manager Career Development** track will equip project managers in transition with skills to help land their dream jobs. This track will also include a **career fair** where PMs can meet potential employers.

New members will receive an overview of PMI-OC and the professional development opportunities the chapter offers, as well as an introduction to the new PMI-OC mentoring program.

This conference will be a great opportunity for PMs to network with their Orange County peers. For PMPs, it's also an excellent way to earn four PDUs at a very reasonable price.

#### Who Should Attend?

The conference is open to company executives, business analysts, project managers, project team members, and anyone interested in learning about the principles of project management. It is open to both PMI® members and non members. PMI-OC members and volunteers will receive discounted admission rates.

#### Conference Format

##### Concurrent Breakout Sessions

There will be two 45 minute presentations for each of the three tracks.

##### Career Fair

We expect at least 15 employers at the conference. They will highlight current PM-related job openings and provide job placement assistance.

##### Vendor Showcases

We expect about five PM tool and consulting companies. They will showcase their products and services.

##### PMI Board Member Presentation

This 30 minute presentation will feature a PMI Global board member discussing PMI's assessment of emerging trends in project management.

##### Keynote Speaker

The keynote address will be the highlight of the day. The one hour presentation will focus on important personal development tools and techniques and emphasize project management skills that enhance business value in any organization.

Next >>

#### Conference Schedule

**3:00 pm: Registration**

##### Career Fair

Vendor Showcases

**3:30-4:15 pm**

##### Career Fair

Vendor Showcases

Resume Reviews, Mock Interviews

##### Breakout Sessions

###### Track 1

"Landing Your Dream PM Job"

**Melanie McCarthy**

President, ResourceXperts

###### Track 2

"Risk Management:

Keeping Pace with Change"

**Martin Wartenberg**

Chief Inventor, ZB Global

###### Track 3

"Four Roads to Nirvana"

**Mike Sanders, Project Mgr, SCE**

**4:30-5:15 pm**

##### Career Fair

Vendor Showcases

Resume Reviews, Mock Interviews

##### Breakout Sessions

###### Track 1

"Mentoring New PMs"

**Kristine Hayes Munson**

Vice President, State Street



McCarthy

Wartenberg

Sanders

Munson

Graupner

Montgomery

##### Track 2

"Project Communication: Virtual and Global Teams"

**Mike Graupner, Plan B Solutions**

##### Track 3

Negotiating Your Way to Project Success"

**Keith Montgomery**

Vice President, Discovix

**5:15-6:00 pm:**

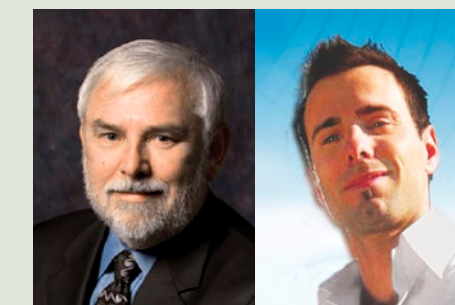
Speed Networking

**5:30-6:00 pm:**

OC Project Masters Toastmasters Table Top Competition

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

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



**Frank Parth**  
PMI-OC Fellow  
PMI® Brd. Mbr.

**Matt Brauning**  
Hypnotherapist  
and Life Coach

**6:45-7:30 pm:**

PMI Global Board Member **Frank Parth, PMP**

"What's New in Project Management Today?"

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

**7:40-8:45 pm:**

Keynote Address:

**Matt Brauning**

"Great Leaders and Project Success"

**8:45-9:00 pm: Closing Remarks**

**Employers:** Does your company need project professionals?

Are you looking for the "right" person? This conference is your source for qualified talent!

Advertise your openings now and save \$100. Hurry, the price jumps to \$600 after August 19.

**PMI-OC members:** Refer an employer with jobs to sign up at \$500, and receive a \$100 gift card from Visa or Amex.

Please contact **Darius Vasefi** at [dvasefi@viaCP.com](mailto:dvasefi@viaCP.com) for more information.

[Click here](#) for pricing and registration.



# Southland Technology Conference

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

## Industry Expert Keynote Speakers

### Microsoft Corporation

**"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



### Cisco Systems, Inc.

**"Learning to Surf: Economic Volatility & Relevant IT"**

Ginna Raahauge, Vice President of IT, Cisco Systems, Inc.



### 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](http://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, Edwards Life Sciences,  
Experian, Guthy Renker, Herbalife, Panasonic Avionics,  
Robert Half, Salesforce.com, Infoworld,  
State Street, Universal Music Group,  
Warner Chappell, Wells Fargo Capital Finance



# OUTSOURCE TECHNICAL

## IT STAFFING SOLUTIONS

- Project Based Resources
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## Advanced Topic Seminars



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 Gildenhuyts**

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 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.

September 10, 2011

### Managing for Dollars



#### Strategies for Maximizing Virtual Team Effectiveness

Presented by  
**Diane Altwies**

Anyone who struggles with scope creep and the occasional unrealistic client without having the project budget in-hand will be glad they attended this seminar.

Unfortunately, virtual teams seldom have the budgets in

their possession, and there is a high probability that projects will fail to meet objectives and significantly overrun on costs.

Diane Altwies, CEO of Core Performance Concepts, will explore best practices to assure that virtual teams will keep the project scope and budget under control.

**Where:**  
Vanguard Univ.  
55 Fair Drive  
Costa Mesa 92626  
Four PDU's each

**When:**  
Saturday, Aug 6, 2011  
8:00 a.m. to 12.00 p.m.  
Saturday, Sept 10, 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 Aug 6 details and registration.  
[Click here](#) for Sept 10 details and registration.

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### PMI Milestones

August 2011  
No. 8, Volume 23

[www.pmi-oc.org](http://www.pmi-oc.org) [www.pmi.org](http://www.pmi.org) [f](#) [in](#) [t](#) [r](#)

### A New Look

You probably noticed that *Milestones* looks a little different this month.

Recently, PMI® Global issued a comprehensive set of brand identity standards for all communications throughout the PMI network.

These standards create a cohesive brand image to further enhance the value of project management to business and to the community.

This issue of *Milestones* fully incorporates the PMI brand identity standards for newsletters.

Next month, we'll describe and explain the several different ways you can access, view, and read *Milestones*.

# Coming Events

## PMI Orange County MILESTONES

August 2011, Volume 23, No. 8

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### August 6 ATS

Eric Gildenhuis:  
Overview of the Sales Process  
[See page 19.](#)  
[Click here to register.](#)

### August 8 OC Toastmasters Mtg.

[See page 18.](#)

### August 9 Dinner Meeting

Eric Gildenhuis:  
Sales Techniques for PMs  
[See page 1.](#)  
[Click here to register.](#)

### August 15 OC Toastmasters Mtg.

[See page 18.](#)

### Aug 16 Summer Networking

Daily Grill Restaurant, Irvine  
5:00 to 8:30 p.m.  
[Click here to register.](#)

### September 3 PMI Agile Certification Training

[See page 10.](#)  
[Click here to register.](#)

### September 10 ATS

Diane Altwies:  
Managing for Dollars  
[See page 19.](#)  
[Click here to register.](#)

### September 10 ATS

PMP Exam Prep Workshop Begins  
[See page 11.](#)  
[Click here to register.](#)

### Sept 12 OC Toastmasters Meeting

[See page 18..](#)

### September 13 2011 PMI-OC Project Management Conference

[See page 12.](#)  
[Click here to register](#)

### Sept 19 OC Toastmasters Mtg.

[See page 18.](#)

### September 21 PMI-OC Orientation Brandman University

### October 1 ATS

Margaret Meloni:  
Conflict Resolution and You  
[Click here to register.](#)

### October 1 OC Toastmasters Mtg.

[See page 18.](#)

### October 10 OC Toastmasters Mtg.

[See page 18.](#)

### October 17 OC Toastmasters Mtg.

[See page 18.](#)

### October 22-25, 2011 PMI Global Congress North America

Dallas/Fort Worth

### October 28-29 2011 SoTeC Conference Long Beach Hilton

[See page 14.](#)  
[Click here to register.](#)

*Coming events may be  
subject to change.*



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Orange County Chapter, Inc.  
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