bcs
The Chartered Institute for IT

**PROMS-G
Project Management
Specialist Group**

BCS PROMS-G Webinar Series 2020

Ever Considered Project Management as a Career?

John W Thorpe

John@arraspeople.co.uk
@arras_JT

17th November 2020

Learning Objectives

- Introduction to the Project Management domain

- Difference between Project Manager and Project Management

- Why domain knowledge is a great advantage

- Career Planning

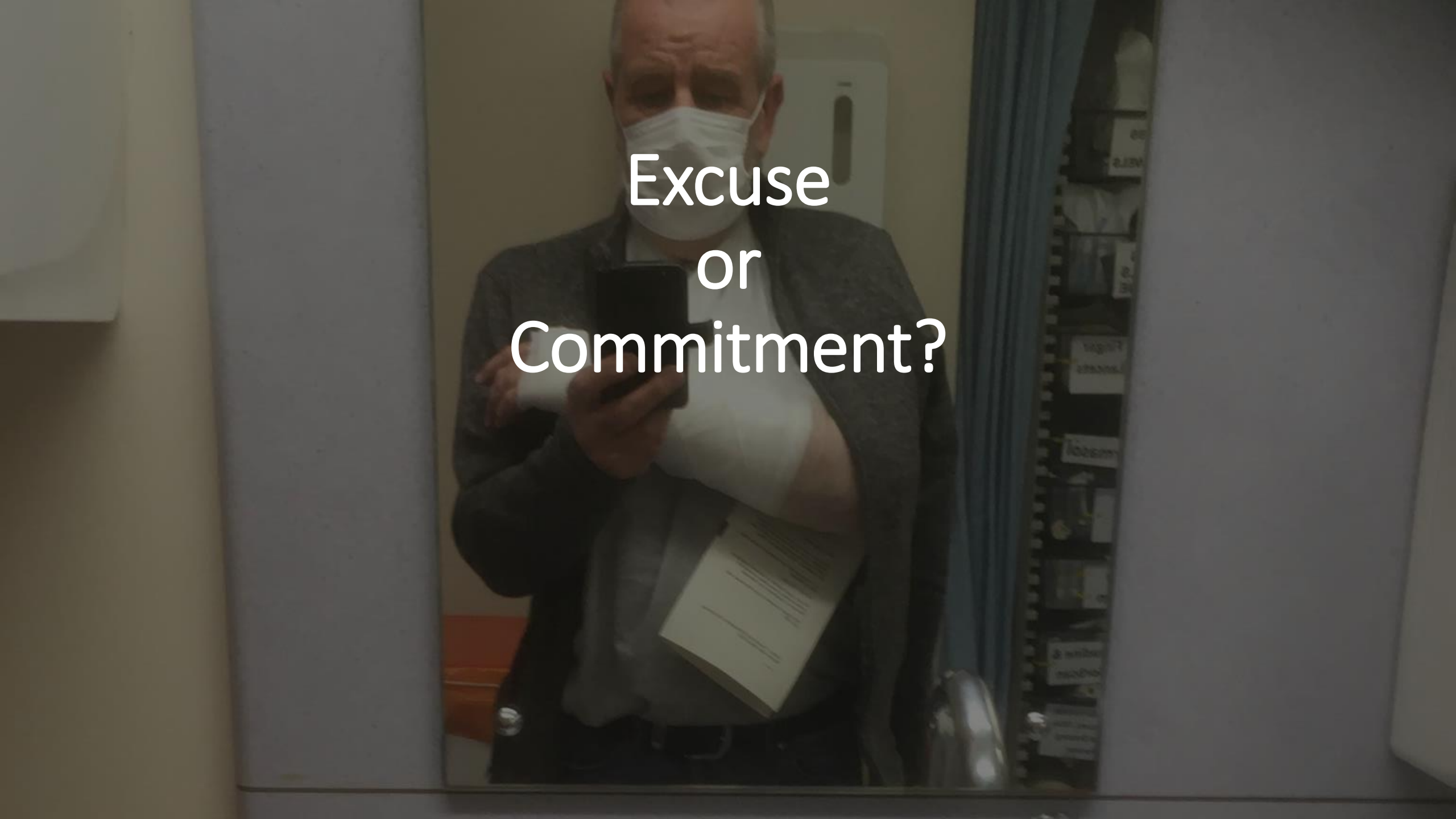- Why PRINCE2 is not the only course of action

And hopefully lots more

About Me

- Founding Director @ Arras People

- Broad experience in Project Management

- Project Management Recruiter

- Career Planning & Mentoring

- Lived the journey

Excuse
or
Commitment?

About My Co-Host

- Lindsay Scott
- Director @ Arras People
- Founder of PMO Flashmob
- Curator of the PMO Conference
- Joint Founder of PMO Learning
- PMI Columnist & Recognised Influencer

About Arras People

- 100% Project Management focus

- Trading since January 2002

- Recruitment and Career Services

- Annual Benchmark Reporting

- Niche player – Consultative – Work "hard to fill roles"

Everyone is a Project Manager

Project Management is Everywhere

Everything is a project..

£1 billion in new construction projects approved for Manchester

engineeringpro

Many Project Management Roles

Stage Manager

Technical Project Manager

Project Manager

Project Assistant

Programme Manager

Portfolio Manager

Project Controller

PMO

Agile PM

Project Leader

Project Planner

Project Co-ordinator

Project Engineer

Risk Manager

Senior Project Manager

What does this all mean?

- Project management is in the eyes of the buyer

- Differences in remuneration – may be called the same but they're not all equal

- Many project environments are confused with business-as-usual (production management)

Domain Expertise – The SME

- Organisations LOVE a SME

- But project managers see themselves as having a transferable skillset

- It's a great place to start

Domain Expertise – 80/20 or 20/80

Domain

%

Projects

YOUR CAREER

Time

Are you on the Bridge or in the Engine Room?

Sales for Project Management

3 Rules:

1. Know your product
2. Understand your market
3. Develop your sales materials

1.Know Your Product

- Understand Yourself
  - Skills
  - Knowledge
  - Experience
- Understand your Goals
- Understand your Environ
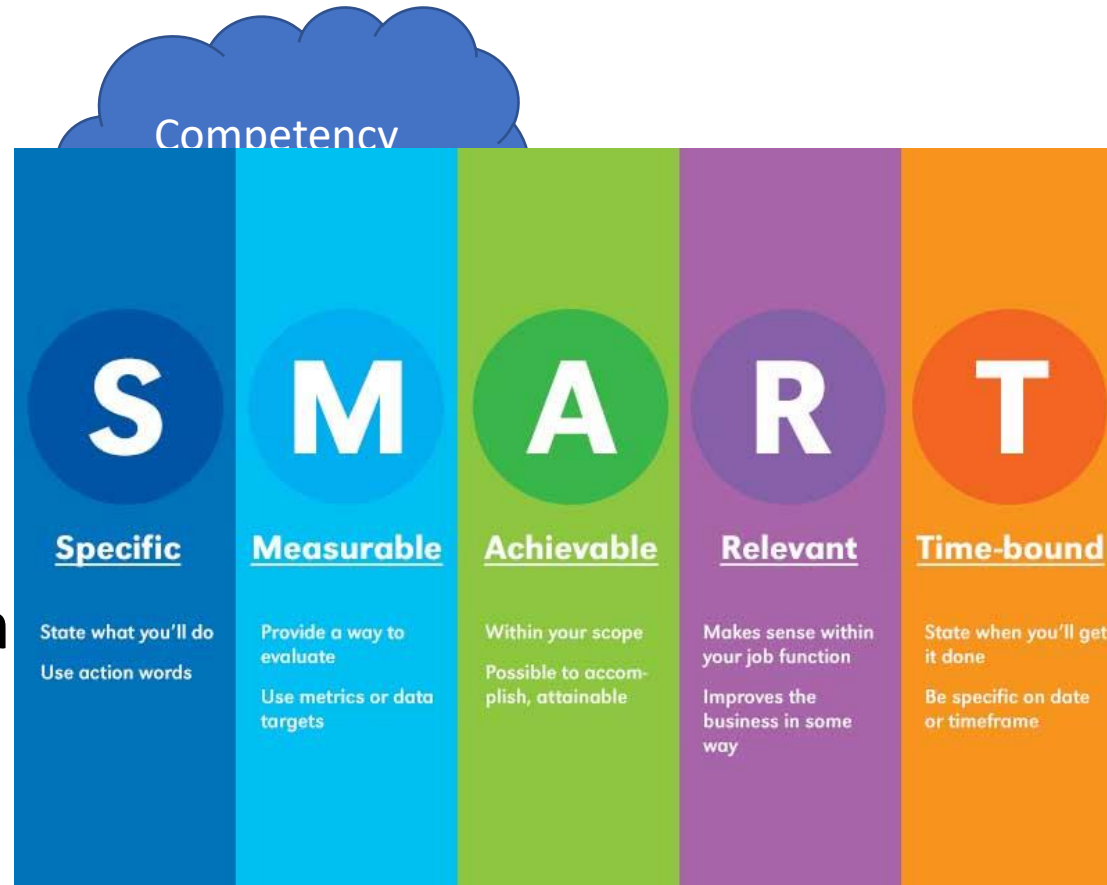
2.Understand your market

- What do you want to do

- Where do you want to do it

- What does that part of the market want and expect
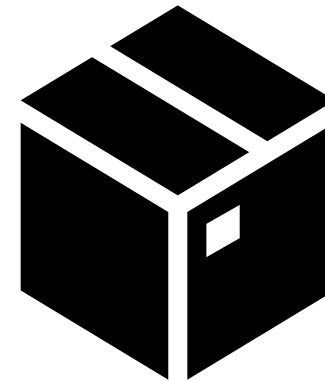
3.Develop your sales materials

✓Elevator pitches

✓CV

✓Profiles

✓Social media

✓Self-promotion

3.Develop your sa[les]

- Elevator Pitches
- CV
  - Creates "First Impression"
  - First half page must grab the reader
  - 3 pages maximum
  - It's about YOU!
  - Must be honest
  - Tailor to the opportunity

anatomy of a
1-min Pitch

10s
Intro[duce]

Introduce yourself; mention title/role, team, and division/group. Keep this br[ief...tempt] talk more a[bout...]

25s
Solution

[...]olution will [...]blem, initially.

This is where you ma[ke] your ask. Every good pitch has a specific ask. Describe a specific person, resource, skill, or action you need to develop your solution. What will your call-to-action be?

10s
Ask

[itches]

[...]a

[...]omotion

Biggest mistake on a project manager CV?

Too much about the project, not enough about you

3 ENGAGE WITH OTHER USERS

WHAT YOU SHOULD DO:

Like, Share, & Comment On Posts

Endorse Your Colleagues

Follow Influencers

Join Professional Groups

Engage In Friendly Debate
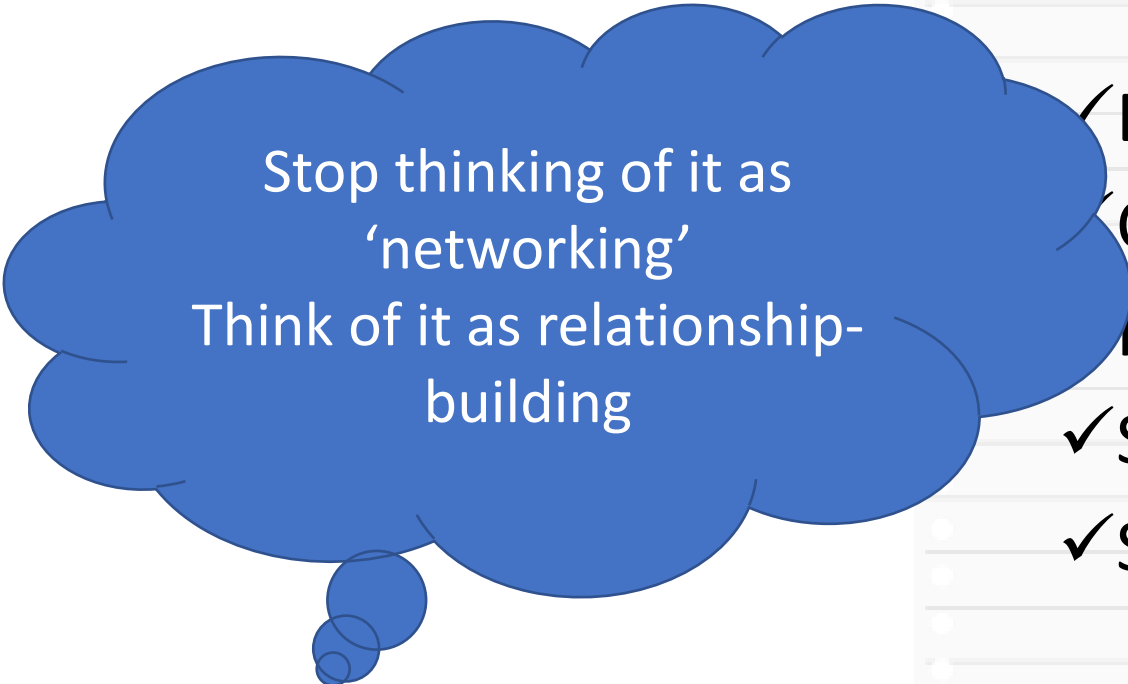
There are over **200 conversations happening each minute** across LinkedIn groups

WHY: Not only can this strengthen your network connections, but you can learn a lot from influencers and people in the groups that you join.

https://blog.execu-search.com

3.Develop your sales materials

- Self-Promotion
  - Mechanisms
  - Gaining confidence
  - Relationship-building

Stop thinking of it as 'networking'
Think of it as relationship-building

✓Elevator pitches
✓CV
Profiles
✓Social media
✓Self-promotion

Develop your project management knowledge

- Technical project management

- People & performance management

- Leadership

ALL	Prog. Mgr's	Project Mgr's	Support
Planning and Organising	Leadership	Planning and Organising	Planning and Organising
Communication skills	Planning and Organising	Communication skills	Communication skills
Leadership	Relationship Management	Relationship Management	Adaptability
Relationship Management	Communication skills	Adaptability	Technical
Adaptability	Commercial Awareness	Leadership	Proactive/Initiative
Proactive/Initiative	Influencing	Technical	Team Working
Technical - Methods / Tools	Adaptability	Decision Making	Relationship Management
Influencing	Decision Making	Team Working	Influencing
Decision Making	Proactive/Initiative	Proactive/Initiative	Leadership
Team Working	Technical	Influencing	Concern for accuracy
Commercial Awareness	Team Working	Commercial Awareness	Organisational Awareness
Concern for accuracy	Organisational Awareness	Concern for accuracy	Decision Making
Organisational Awareness	Concern for accuracy	Organisational Awareness	Commercial Awareness

Arras People Benchmark Surveys

10 KEY SKILLS FOR TOMORROW'S PROJECT MANAGER

70-20-10 Model

10% Formal Training

20% Feedback and Coaching

70% On-the-Job Experiences/ Development in Role

Development in Project Management

The 10%

- Fixated on PRINCE2?
- APM
- BCS
- PMI
- Fixated on Agile?

The 90%

- All about experience
- Get some battle scars
- Learn on the job
- Seek out mentors

Don't become a 5 Star General who has never seen a battlefield!

Learning Objectives

- Introduction to the Project Management domain

- Difference between Project Manager and Project Management

- Why domain knowledge is a great advantage

- Career Planning

- Why PRINCE2 is not the only course of action

Questions?

Good luck with your career in project management