



Building professionalism in project management.™

Project Management Institute
Eastern Iowa Chapter

100's NUGGET

2009 Issue 11

November 2009

P.O. Box 1811
Cedar Rapids, IA 52406-1811

<http://www.pmieasterniowa.org>
communications@pmieasterniowa

**November
brings...**



**Feasting on the
sweet results of
the year.**

Inside this issue:

President's Corner	2
Chapter Meetings	9
Membership Update	9
Training Schedules	10
Chapter Contacts	12

Our Next Chapter Meeting - November 10th

This month's chapter meeting will be held on Tuesday, November 10th, 7:15 a.m. to 9:00 a.m. at the Clarion Hotel and Convention Center at 525 33rd Ave SW in Cedar Rapids. The Clarion Hotel and Convention Center phone number is (319) 366-8671.

Program: The program for the November 10th meeting is a presentation entitled **"Applying Sales Principles in Project Management"**, presented by Darwin Hochstedler, PMP.

About the Program: A project manager's key responsibility is project management execution from project inception to closing and lessons learned. Scope and change management is part of that process. However, in many organizations, project managers are called on to handle change orders and potential change orders to the project. This presentation will touch base in key areas of:

- Estimating and application of actual costs some of which are often overlooked.
- Qualifying the sale opportunity, reducing the risk of proposals that are not accepted.
- Reducing the time and effort of the process.
- Identifying, technical, user, economic buyers and key decision makers.
- Handling price objections.
- Closing the sale and having fun doing it.

About the Speaker: Darwin Hochstedler is a PMI Certified Project Management Professional with over twenty years of experience with technology companies. He has led project teams in the multiple steps of project management as well as complex sales efforts with large and small customer sale opportunities.

He has held positions including, Fluid Engineer, Account Engineer, Sales Engineer, Facilities Consultant, Sr. Project Manager, Operations Supervisor, Account Executive.

Program Schedule:

7:15 - 7:45 Registration, breakfast, and social time
7:45 - 7:50 Opening by chapter president / chapter officers
7:50 - 8:40 Presentation / Discussion
8:40 - 9:00 Final announcements, wrap-up, and social time

The menu consists of a light breakfast with coffee.

Cost: \$10.00 to chapter members and \$15.00 for guests.

Please note that the Chapter's attendance policy has changed to include a registration fee for all attendees. This is different from the previous policy of allowing attendees who were not eating to attend free of charge. If you have not done so already, please RSVP no later than November 5th to programregistration@pmieasterniowa.org. Once you send a RSVP, cancellations **must** be received by **noon**, Friday, November 6th to avoid being invoiced as a no-show for this chapter event.

President's Corner

Dear friends,

We did it again! PMI Eastern Iowa chapter's 2nd annual Professional Development Day was a great success. More than one hundred and twenty participants attended this day long learning event. Participants represented more than 20 organizations from around the Iowa City and Cedar Rapids corridor area.

While the overall feedback was very positive, we are learning that there are areas that we could improve in the future. We are taking your feedback seriously. The newly installed board for 2010 will take a look at your feedback and will try to make our PDD 2010 even better.

I would like to take this opportunity to thank all volunteers, speakers, sponsors and participants who helped to make this event a grand success. We are looking forward to your support again in 2010.

We had several new volunteers join our chapter in 2009, who have been an asset to our chapter. We hope we continue to attract new volunteers and make their engagement with PMI Eastern Iowa chapter, an enjoyable and fun filled experience.

Looking forward to 2010, I am sure we will have another great year for PMI Eastern Iowa Chapter. While volunteers at PMI Eastern Iowa continue to work towards bringing better speakers and better events to the chapter members, we would like active engagement from the local PM community. We would like to invite local Project Managers, Leaders and Subject Matter Experts in the project management profession to come forward and engage in your PMI Chapter activities. There are many ways your expertise can benefit the PM community in this area. You could be a speaker at our monthly meeting, a mentor for a junior Project Manager in the community or a Go to person on a particular subject in the Project Management area.

Our last monthly meeting of the month is around the corner. We will take a break for the month of December and January 2010.

Hoping to see you at the next PMI meeting on Nov 10th, 2009.

With regards,
Paddy Puthige, MBA, PMP
President, PMI Eastern Iowa Chapter



Left, Paddy Puthige,
2009 President with
Bob Sanders, previous
President.

Right, Bhaskar Pulikal,
newly elected 2010
President.



PMI Eastern Iowa Chapter - BOD Election Results

Beginning January 1st, 2010:

President – Bhaskar Pulikal, MBA, CISA, PMP®

VP Education – Suzanne Prymek, PMP®

VP Finance - Brian Thorn, PMP®

VP Communications and Publicity – Tammy Sweat, PMP®

VP Outreach – Ray Kratville, PMP

VP Operations – Linda J. Wiles, PMP®

Paddy Puthige will reign as Past-President

The Importance of Continuing Education

By Suzanne Prymek, PMP

Have you ever gotten into a slump where you are completing many of your tasks and activities in auto pilot mode? Need to get re-energized and refreshed and bring new ideas and practices to your work group? Is your PMP certification going to be expiring soon, and have you acquired all the necessary continuing education credits needed to renew your certification?

One way to keep a fresh perspective and outlook on your project is to be active in continuing education activities. Trends and techniques are ever changing and by learning new methods and practices, it allows you to build on project management skills. There are many inexpensive choices for those who are cost conscious when deciding what types of activities can fulfill the continuing education requirements.

Some qualifying activities that are low cost or free include credits for self learning activities such as reading books that are project management related, listening to audio books on leadership, or other project management activities or perhaps volunteering and participating in a Director role for your PMI Eastern Iowa Chapter. Also, the PMI Eastern Iowa Chapter sponsors many opportunities throughout the year that can be completed in one evening. To view those offerings, be sure to check the newsletter, or our website – www.PMIEasternIowa.org to see if there is a class that will meet your needs. If you have ideas for future topics for training, please feel free to forward those ideas to the VP of Education at education@PMIEasternIowa.org for consideration.

Recruiting 2010 Directors!

We need your help for the following roles:

- Director of University Outreach
- Director of Technology
- Director of Newsletter
- Director of Individual Outreach



To volunteer, contact Bhaskar at operations@pmieasterniowa.org

A special thank you to our event sponsors:

EdgeBusiness
MAGAZINE

PEARSON

UNIVERSITY OF WISCONSIN
PLATTEVILLE
Distance Education

  **O'REILLY**



Building professionalism in project management
Project Management Institute
Eastern Iowa Chapter

PMI Eastern Iowa

Spotlight on the Program Management Professional (PgMP) Credential

By Carol Meeks, PMP

The [PgMP credential](#) recognizes demonstrated experience, skill and performance in oversight of multiple, related projects that are aligned with an organizational strategy.

Who should apply?

Those who manage programs that contain complex activities that span functions, organizations, geographic regions and cultures; build credibility, establish rapport and maintain communication with stakeholders; possess advanced skills in finance, cross-cultural awareness, leadership, influence, communication, negotiation and conflict resolution.

What do PgMP candidates do?

Candidates ensure the ultimate success of the program; modify programs and make decisions that advance strategic and business objectives; define and initiate projects and assign project managers; and oversee multiple projects.

What does it cost? \$1500 (\$1800 non-member)

Eligibility Requirements:

High school diploma/global equivalent: 4 years project management & 7 years program management experience

Bachelor's degree/global equivalent: 4 years project management & 4 years program management experience

How do I prep for the exam?

Read the [PgMP Credential handbook](#) in its entirety to ensure you meet all the requirements, know the costs and time involved, as well as exactly what the application process is, including:

Application – comprehensive listing of experience, education, and professional activities

Panel Review – assessment of your experience summaries by Program Manager SMEs to verify your program management experience

Exam -- 4 hours, 170 questions

Multi-rater Assessment (MRA) – upon passing the exam, a 360 degree review is performed with 74 questions by 12 references you provide.

Required Reading

[PMBOK® Guide -- Fourth Edition](#)

[The Standard for Program Management -- Second Edition](#)

Ancillary books as needed

What is *The Standard for Program Management -- Second Edition*?

Aligned with the PMBOK® Guide, the Standard for Portfolio Management, and OPM3®, this is the PMI guide for Program Managers.

The Standard for Program Management shares the same five Process Groups and as well as the same Knowledge Areas as the PMBOK® Guide, plus three more Knowledge Areas:

Program Financial Management
Program Stakeholder Management
Program Governance

Are you studying for the PgMP? Have you earned the PgMP? We'd love to hear from you! Please post your experiences, suggestions, or questions to our "[Are You Studying to Earn a PMI Certification?](#)" blog post.

2009 October 29th PDD at a glance

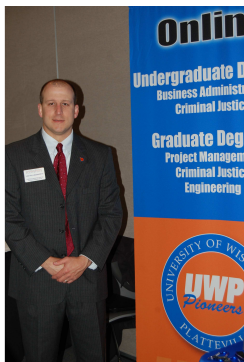


"Different from what I expected in a variety of positive ways," Connie Smith

"Shef's presentation really hit home for me... Be positive about all the changes/challenges in your life to rise to be a better person", Mike Williams.



"The PDD was like a good soup. We had seasoned speakers, a warm and welcoming audience and a program that spiced up a rainy day. When you get the right ingredients together, you can't help but "be Cooking,"" Mark Latta



Reporting Your PDUs

by Carol Scherrman, PMP, Director of Professional Development

Have you logged on to the Project Management Institute (PMI) Web site recently to record your Professional Development Units (PDUs)? A new online system was launched in August to streamline the process for recording and managing your PDUs. The new system, the Continuing Certification Requirements (CCR) System, offers many improvements based on feedback from credential holders and continuing education providers. Key features of the new system include a single sign-on through the PMI Web site and real-time updates to transcripts.

To access and use the system.

Go to www.pmi.org

Log in using your PMI username and password (If you are a new user, click the link to establish an account)

Look for links on the PMI home page to **View/Claim PDUs**

Click **Report professional development units** (PDUs) from the CCR system main page

Select **Category 3** for the PDU Category to report PDUs for chapter meetings or chapter-sponsored events

Choose **Find an Activity (Course or Event)** in the Activity type field

Enter **C100** for the Provider number for Eastern Iowa Chapter sponsored events (meetings, Professional Development Day, etc.)

Enter the **Activity number**, if known, in the Activity number field; otherwise, leave blank

Click **Search**

Open the appropriate activity using the hyperlinked activity number

Answer the questions, report correct number of PDUs, check certification statement, and submit

Tips:

The activity number generally represents the date the activity was conducted using the following format: DDMMY-YYY. For example, the activity number for the 2009 Professional Development Day is 29102009-1.

If you leave the Activity number field blank, the system will display all activities for the provider.

The search results can be sorted in ascending or descending order by clicking on the Activity # or Activity Name column heading.

If you earn PDUs through another provider, ask for the correct provider number and activity number.

Registered education providers are responsible for submitting activities to PMI so they can be entered in the CCR System.


If you have questions, e-mail certification@pmieasterniowa.org.

October Meeting—Recap

The October 13th meeting was a presentation entitled “**The Top 10 Things Your Project Manager Should Be Telling You**” that was presented by Janet Dahmen, PMP. The chapter thanks Ms. Dahmen for identifying probing questions and techniques that can help understand true project status.

Note: There will not be chapter meetings scheduled for December or January. For the past several years we have planned these and then had to cancel due to inclement weather.

Chapter Meetings Schedule (subject to change)

	Date and Time	Location	Topic and Presenter
	November 10th, 2009	Clarion Hotel & Convention Center, 525 33rd Ave SW, Cedar Rapids	“ Applying Sales Principles in Project Management ” by Darwin Hochstedler, PMP
	December		No monthly Meeting
	January		No monthly Meeting

Membership Update - Remember to send in your membership renewals, either

The PMI Eastern Iowa Chapter membership stands at **300**, with **162 PMP®s** and 1 **CAPM®** -

New PMP®s: Congratulations new PMPs: (none this month)

New Members: Welcome New Members: Melissa Beastorm, MidAmerican Career Associates; Jeremy Derderian, John Deere; Isaack Diarra, PMP, Rockwell; Francie Linhart, ACT; Kylie Pentecost, PMP, Pearson; Beth Rissman, Pearson; Heather Schrage, ACT; Mike Williams, Energy.

PMI Chapter Transfers

If you have a need to transfer chapters because you have moved or relocated due to employment location changes, be sure to update your membership data at the PMI global website, www.pmi.org.

Listed below are the top 5 companies according to membership counts.

Rank	Company	Member Count	PMP Count
1	Pearson	94	52
2	Rockwell Collins	32	18
3	ACT	16	4
4	Vangent, Inc.	15	9
5	Aegon	13	7

Chapter Sponsored Professional Development (subject to change)

The following chapter sponsored professional development opportunities are available. Note that these chapter sponsored courses are being offered from a non-REP (Registered Educational Provider). Send Chapter Sponsored Professional Development questions and ideas to professional@pmieasterniowa.org.

Date	Time	Cost	PDU(s)	Location	Title
11/19/09	5-9 pm	125 PMI Member 150 Non-Member	4	Kirkwood	Critical Thinking skills and Problem Solving for Project Managers
12/14/09	5-9 pm	125 PMI Member 150 Non-Member	4	Kirkwood	Project Change Management
	5-9 pm	125 PMI Member 150 Non-Member	4	Kirkwood	

Priority Management Training Schedule (subject to change)

The following Priority Management sponsored professional development opportunities are available. Please find more details at http://www.prioritymanagement.com/rsmith/workshop_schedule/ or send questions to rsmith@prioritymanagement.com.

Date	Course ID	PDU's	Location	Title

New Horizons Training Schedule (subject to change)

The following courses are available at New Horizons of Cedar Rapids in the coming months. Visit www.newhorizonscr.com, email events.cedarrapids@newhorizons.com, or call 319-294-9035.

Date	PDU's	Location	Title
11/20	7	New Horizons	Microsoft Project 2007 – L1
12/11	7	New Horizons	Microsoft Project 2007 – L2
12/14	21	New Horizons	PMP Exam Preparation
12/17	14	New Horizons	Executive Strategy and Performance Management
1/22	7	New Horizons	Microsoft Project 2007 – L1



Critical Thinking & Problem Solving for Project Managers

Workshop Value: 4 PDUs

Course Description:

Critical Thinking and Problem Solving for Project Managers: Each day of a project manager's week important decisions must be made and problems must be solved. If the right decision is made, the project will progress. If the right solution implemented, a problem will go away. If a project manager can see clearly through the fog of irrelevant claims, presuppositions, fallacies, invalid arguments, and inductive reasoning the project manager will be able to implement a workable solution. This course presents a structured approach for tackling problems, opportunities, and decisions that will ultimately help project managers get better result. The course addresses the different types of critical thinking skills needed in the business environment. Through hands on class exercises, project managers will practice using these different thinking approaches to achieve maximum results. You'll also have the opportunity to apply these concepts to case study problems.

Learning Objectives: To understand the importance of critical thinking as a Project Manager and to be able to employ the tools of critical thinking to the project management profession. Participants will leave with a thorough comprehension of critical thinking. The course includes:

- Use different thinking approaches at different times to yield better results
- Generate innovative responses to business problems and opportunities
- Assess your own thinking style preferences
- Think in the past, present, and future to prepare for the future
- Determine the root cause of business problems and opportunities
- Apply different types of thinking for improved analysis and problem solving
- Assess possible responses accurately to select an optimal response

Design and execute appropriate action plans

Course Date & Location:

November 19 (5:00 pm – 9:00 pm)
Kirkwood Community College
Nielsen Hall Room 115
Kirkwood Blvd. SW
Cedar Rapids, Iowa 52406

Instructor Profile:

Jamie Northrup, PMP: Is a principal consultant with Triple Constraint®, Inc. Jamie has served as a Sr. Manager, Program Manager, and Project Manager in the Aerospace Engineering, Telecommunications, and Academic Industries. A graduate of the University of Iowa he holds a degree in Management Science. He is certified as a PMP through the Project Management Institute and an original OPM3 team member and OPM3 Second Edition Core team member. He teaches technology classes at the collegiate level.

Cost:

The **cost** of the **November 19, 2009** Critical Thinking and Problem Solving for Project Managers course is **\$125.00** for chapter members and **\$150.00** for non-chapter members. There are no prerequisites to this course and all of the materials will be provided. Please sign up on-line through the following link: <https://www.123signup.com/register?id=jbszx>

PMI - Eastern Iowa Chapter Contacts

2009 Board of Directors

President	Paddy Puthige, PMP	president@pmieasterniowa.org
VP of Communications and Publicity	Tammy Sweat, PMP	communications@pmieasterniowa.org
VP of Education	Suzanne Prymek, PMP	education@pmieasterniowa.org
VP of Finance	Brian Thorn, PMP	financial@pmieasterniowa.org
VP of Operations	Bhaskar Pulikal, PMP	operations@pmieasterniowa.org
VP of Outreach	David S Tominsky	outreach@pmieasterniowa.org
Past President	Darin Hart, PMP	pastpresident@pmieasterniowa.org

2009 Directors

Director At-Large	Thom Lusardi, PMP	atlarge@pmieasterniowa.org
Director of Certifications	Carol Meeks, PMP	certification@pmieasterniowa.org
Director of Corporate Outreach	Steve Sawyer, PMP	corpoutreach@pmieasterniowa.org
Director of Individual Outreach	Ray Kratville, PMP	indoutreach@pmieasterniowa.org
Director of University Outreach	Open	unioutreach@pmieasterniowa.org
Director of Logistics	Brian Wayling	logistics@pmieasterniowa.org
Director of Marketing	Jennifer James, PMP	marketing@pmieasterniowa.org
Director of Member Relations	Geri Stivers, PMP	membership@pmieasterniowa.org
Director of Newsletter	Open	newsletter@pmieasterniowa.org
Director of Professional Development	Carol Scherrman, PMP	professional@pmieasterniowa.org
Director of Programs	Srikanth Kamineni	programs@pmieasterniowa.org
Director of Technology	Open	technology@pmieasterniowa.org
Director of Volunteers	Nita Inani, PMP	volunteers@pmieasterniowa.org
Director of Website	Mark Bazzell, PMP	website@pmieasterniowa.org

Other Contacts

Chapter Monthly Program Registration	Program Registration	programregistration@pmieasterniowa.org
Chapter Training Registration	Training Registration	Online registration.
Chapter Website Administrator	Webmaster	Contact Director of Website.

