

# More Products without More Resources

3-19-08

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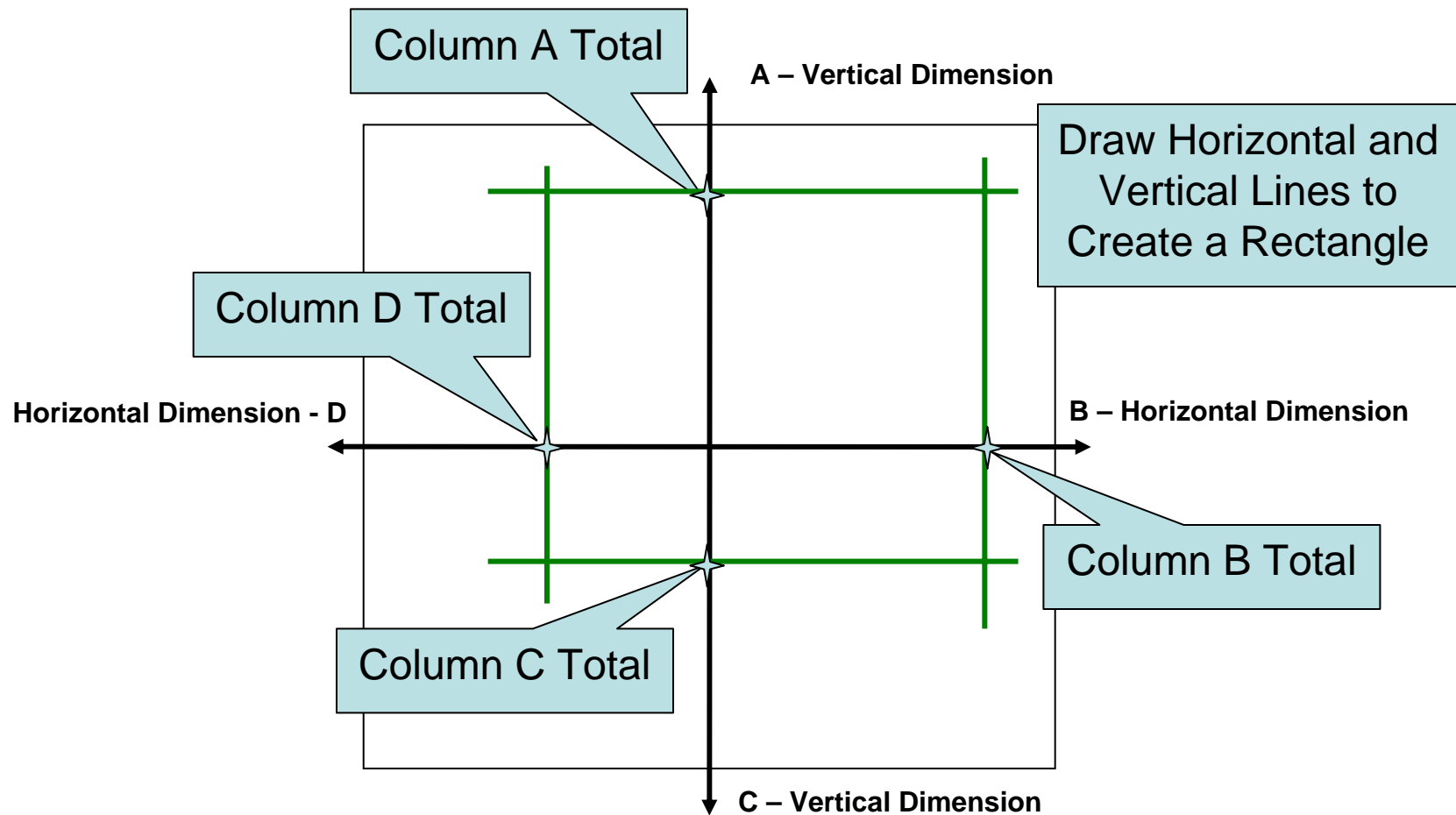
# Describe your Organization

## Describe Your Product Focus

1. Enter your Industry: \_\_\_\_\_
2. Enter your Position: \_\_\_\_\_ (C Level, Middle Manager, Project Manager, Engineer, Other)
3. Enter your Company Size: \_\_\_\_\_ (<5M, 5M to 25M, 25M to 100M, >100M)
4. On each row below, check two boxes that best describes your organization.
5. If only one word under Columns A through D seems appropriate, make your second choice from Column E.

	Column A	Column B	Column C	Column D	Column E
1	<input type="checkbox"/> Responsive	<input checked="" type="checkbox"/> Dynamic	<input type="checkbox"/> People Oriented	<input checked="" type="checkbox"/> Well Planned	<input type="checkbox"/> Only One
2	<input checked="" type="checkbox"/> Organized	<input type="checkbox"/> Experienced	<input type="checkbox"/> Innovative	<input type="checkbox"/> Detail Oriented	<input checked="" type="checkbox"/> Only One
3	<input type="checkbox"/> Focused	<input type="checkbox"/> Flexible	<input type="checkbox"/> Open	<input type="checkbox"/> Systematic	<input type="checkbox"/> Only One

# Plotting Product Focus



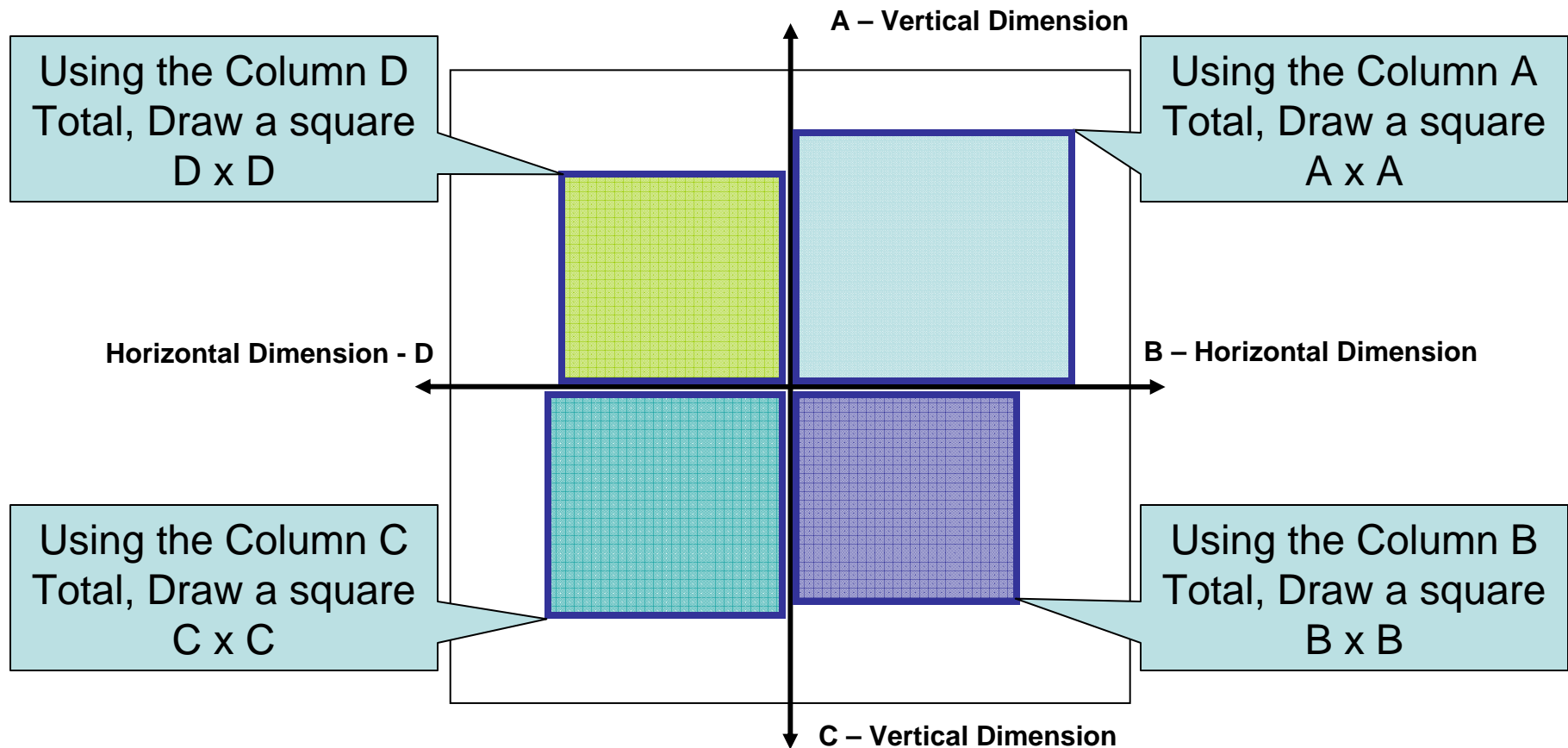
# Describe your Environment

## Describe Your Development Environment

1. On each row below, check 1 to 4 boxes that complete the sentence: **In our Environment we have...**

	Column A	Column B	Column C	Column D
1	<input type="checkbox"/> Dedicated Teams	<input checked="" type="checkbox"/> Multiple Disciplines	<input type="checkbox"/> Shared Resources	<input type="checkbox"/> Multiple Departments
2	<input checked="" type="checkbox"/> Multiple Product Generations	<input checked="" type="checkbox"/> Multiple Products and Technologies	<input checked="" type="checkbox"/> Multiple Products and Markets	<input checked="" type="checkbox"/> Multiple Product Features
3	<input type="checkbox"/> Core Competence	<input type="checkbox"/> Scientists/PhDs	<input type="checkbox"/> Multi-tasking	<input type="checkbox"/> Varying Experience

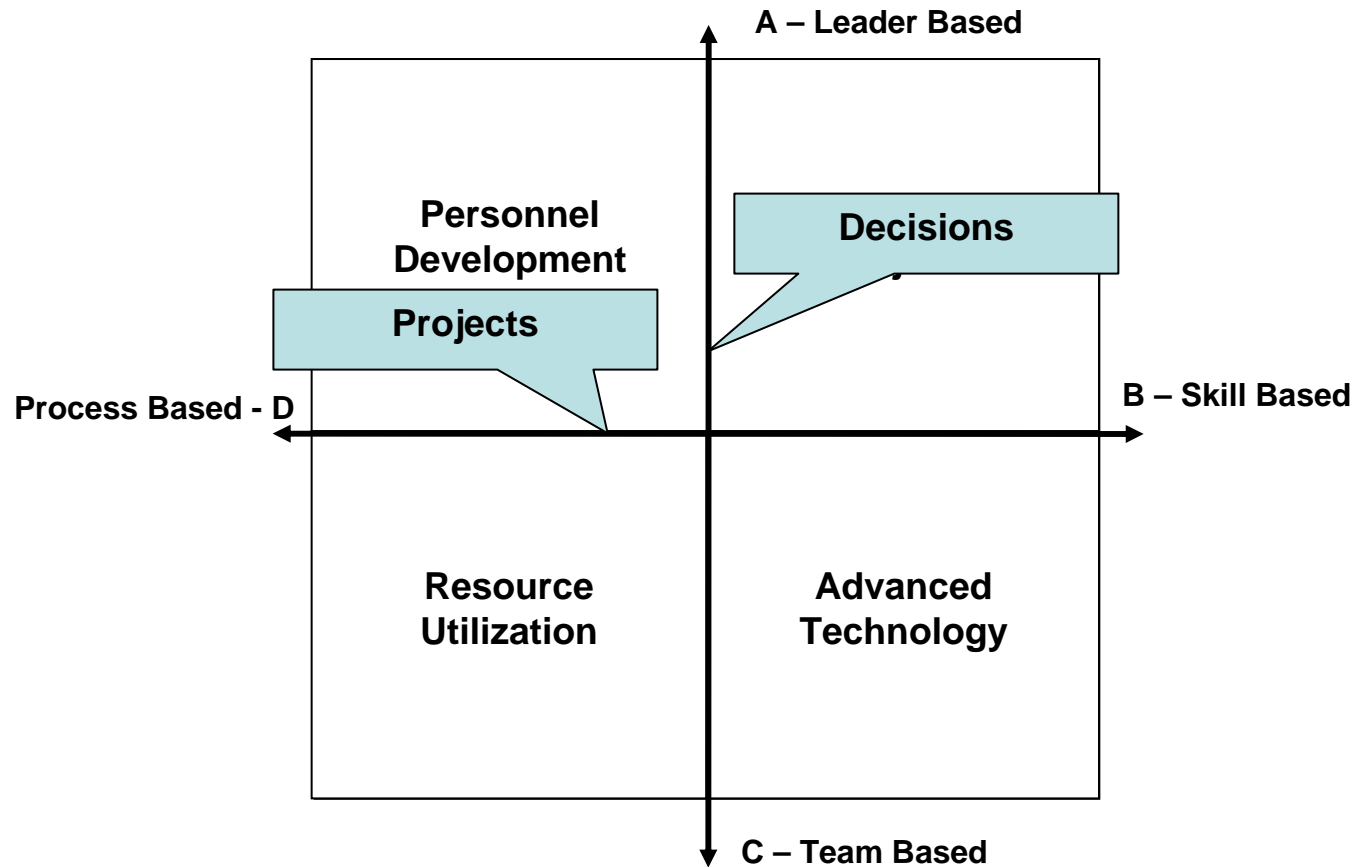
# Plotting Environment



# What You Should Learn?

- What is your RISQ Profile?
- Where the most beneficial improvements can be made?
- What's behind ad hoc development?
- Why Process is not always enough?

# Definition



# Product Focus

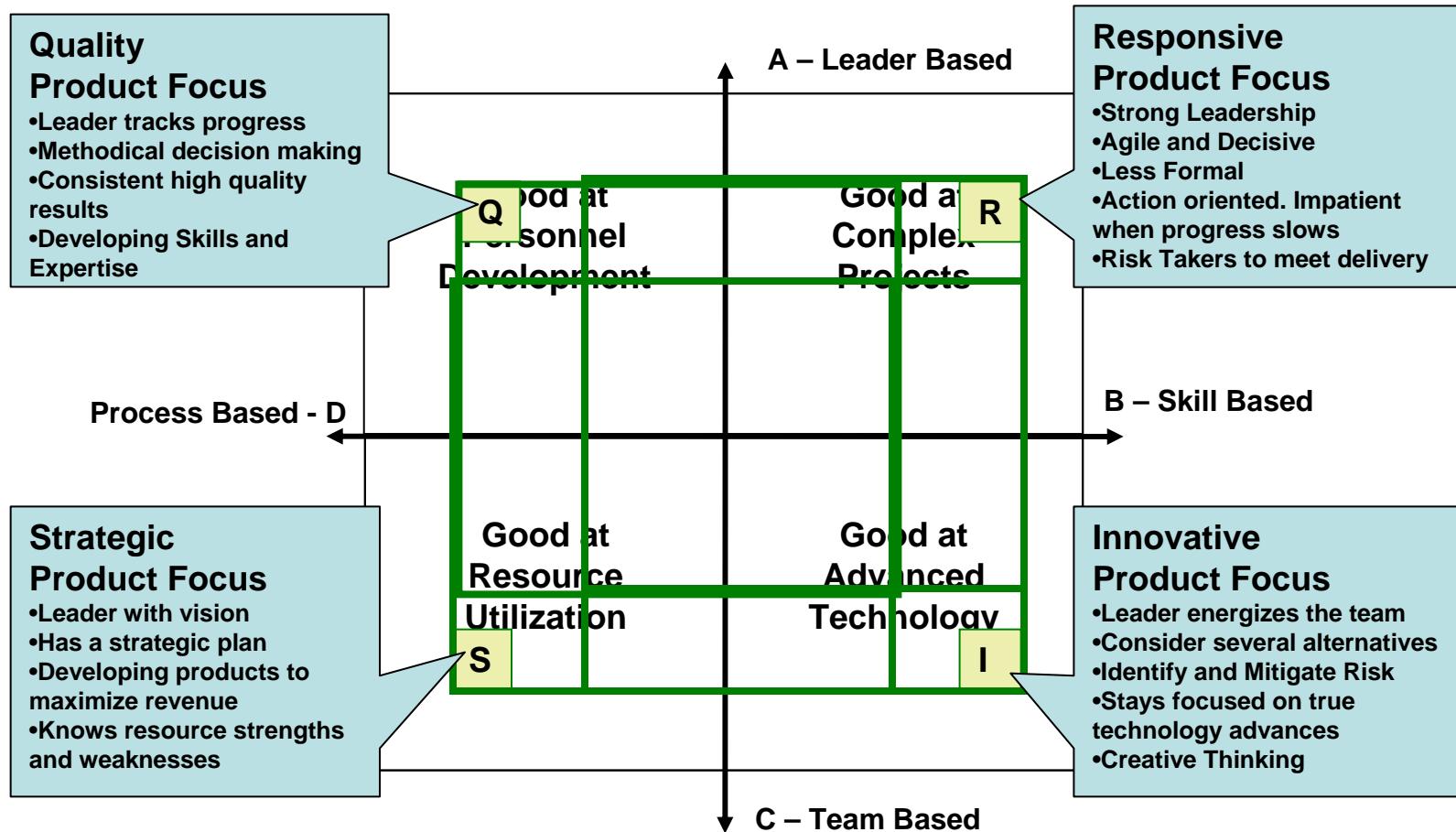
- Product Focus is the idea that most organizations exhibit consistent behavior when planning and executing projects.



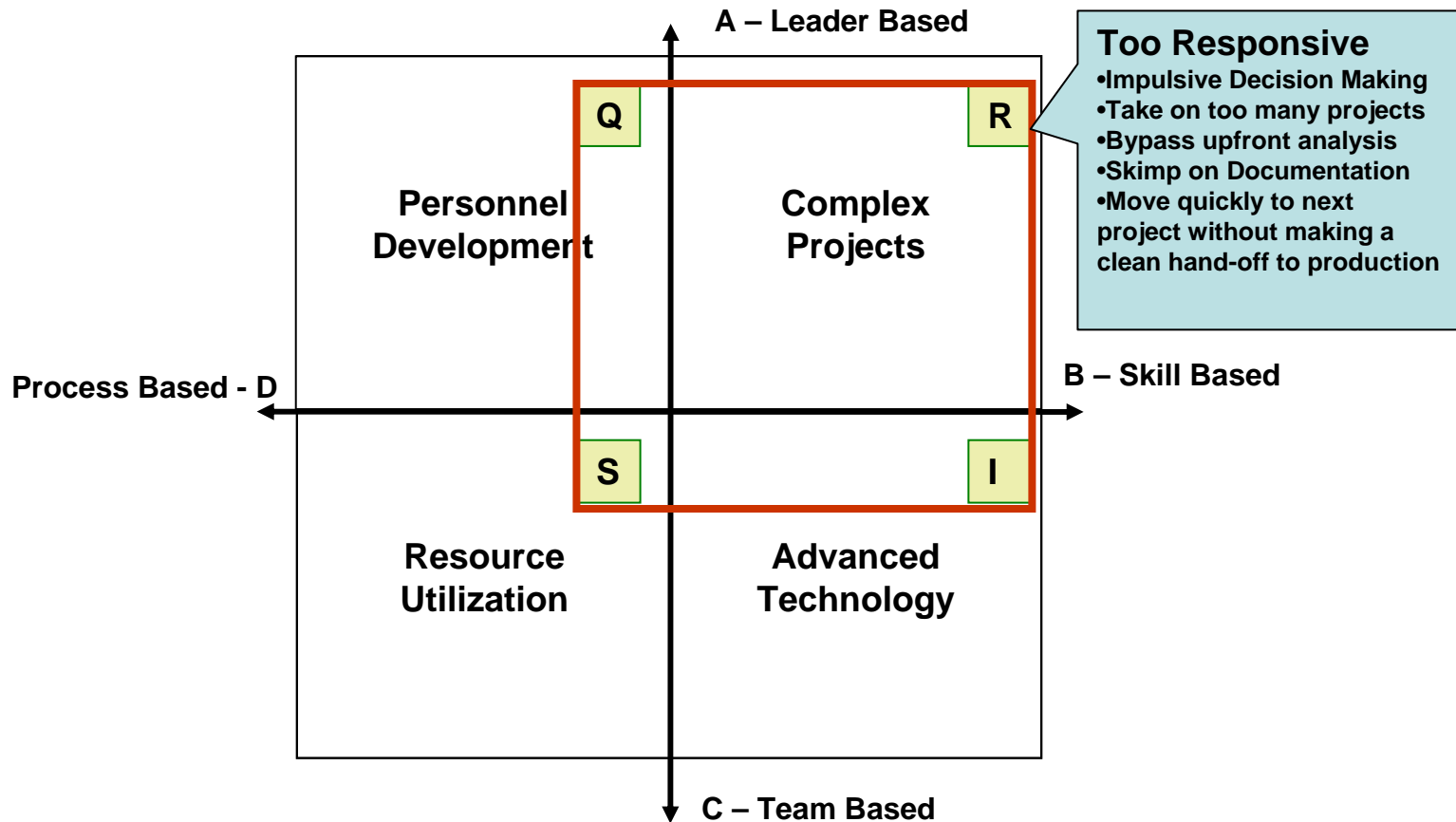
# Product Focus

- Product Focus or RISQ Profile
  - R - Responsive PF
  - I – Innovative PF
  - S – Strategic PF
  - Q – Quality PF

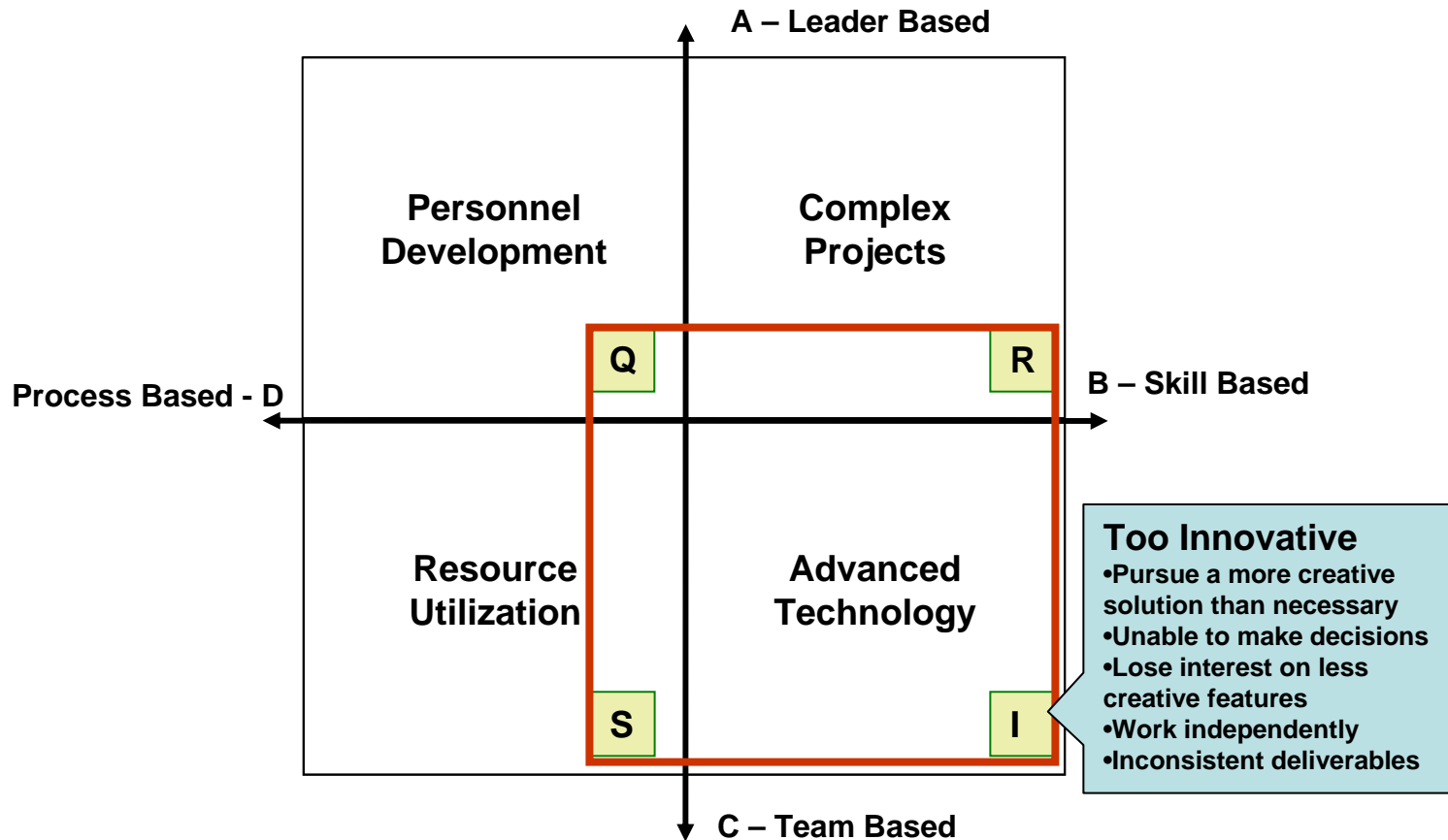
# Product Focus



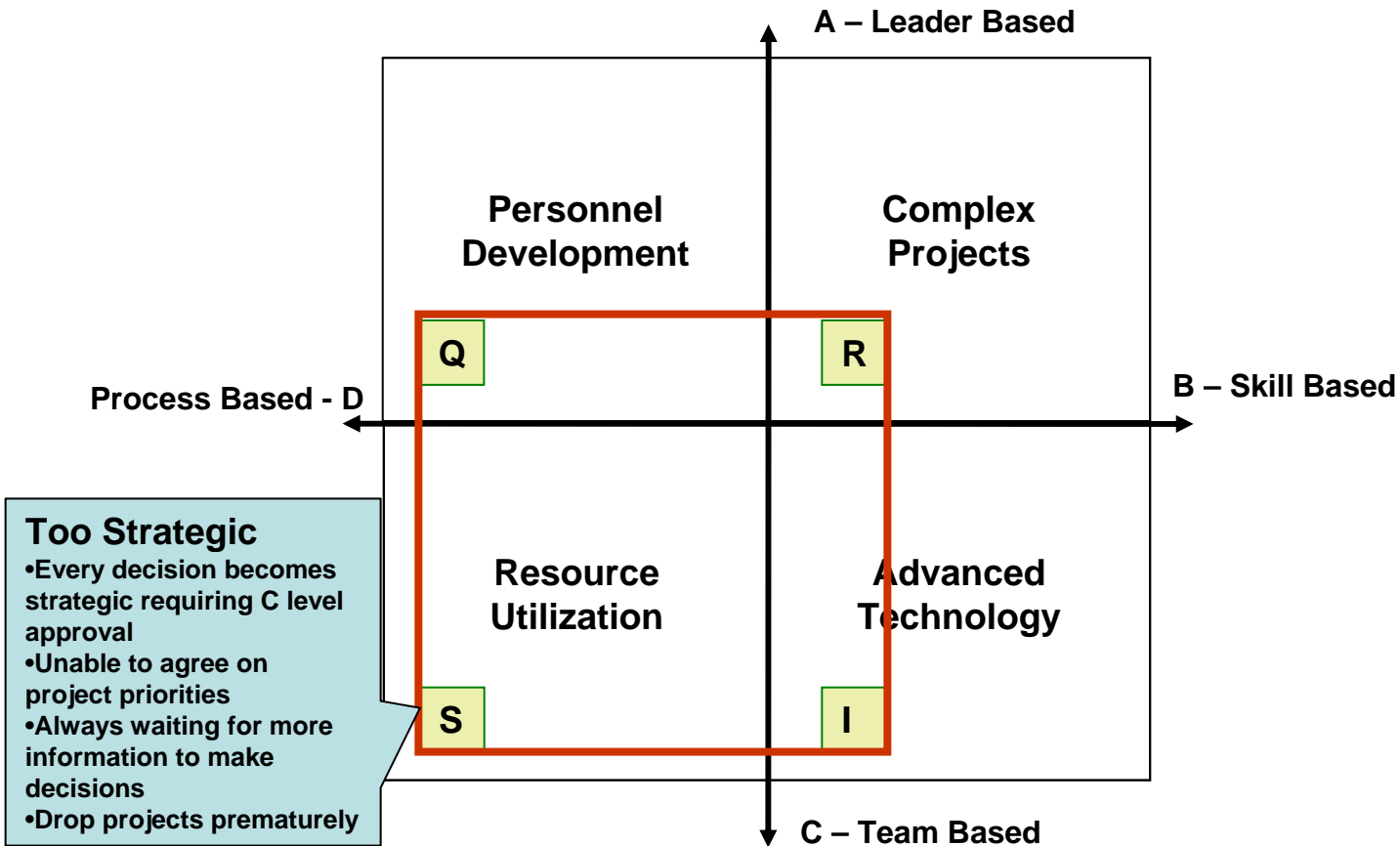
# Too Much Responsive PF



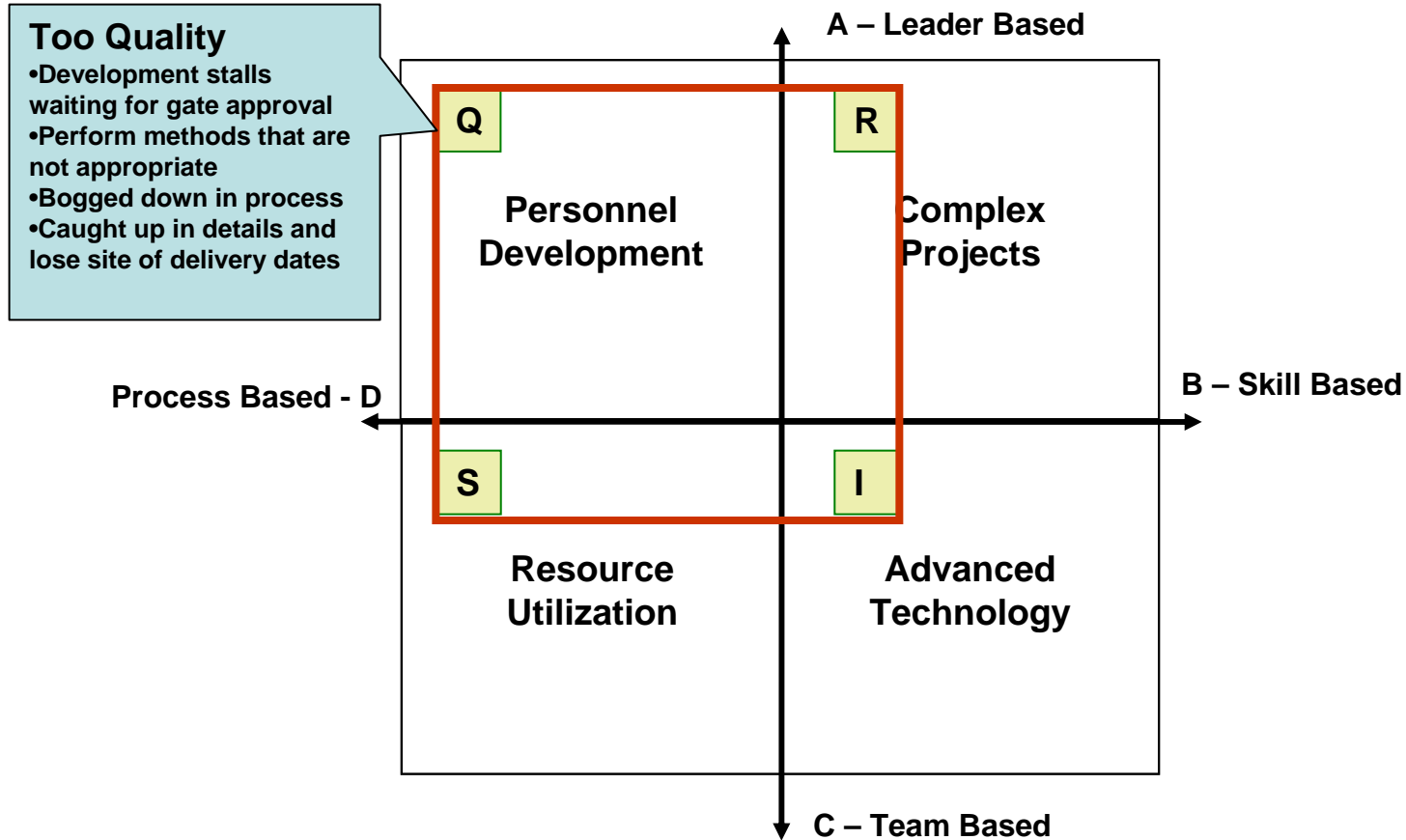
# Too Much Innovative PF



# Too Much Strategic PF

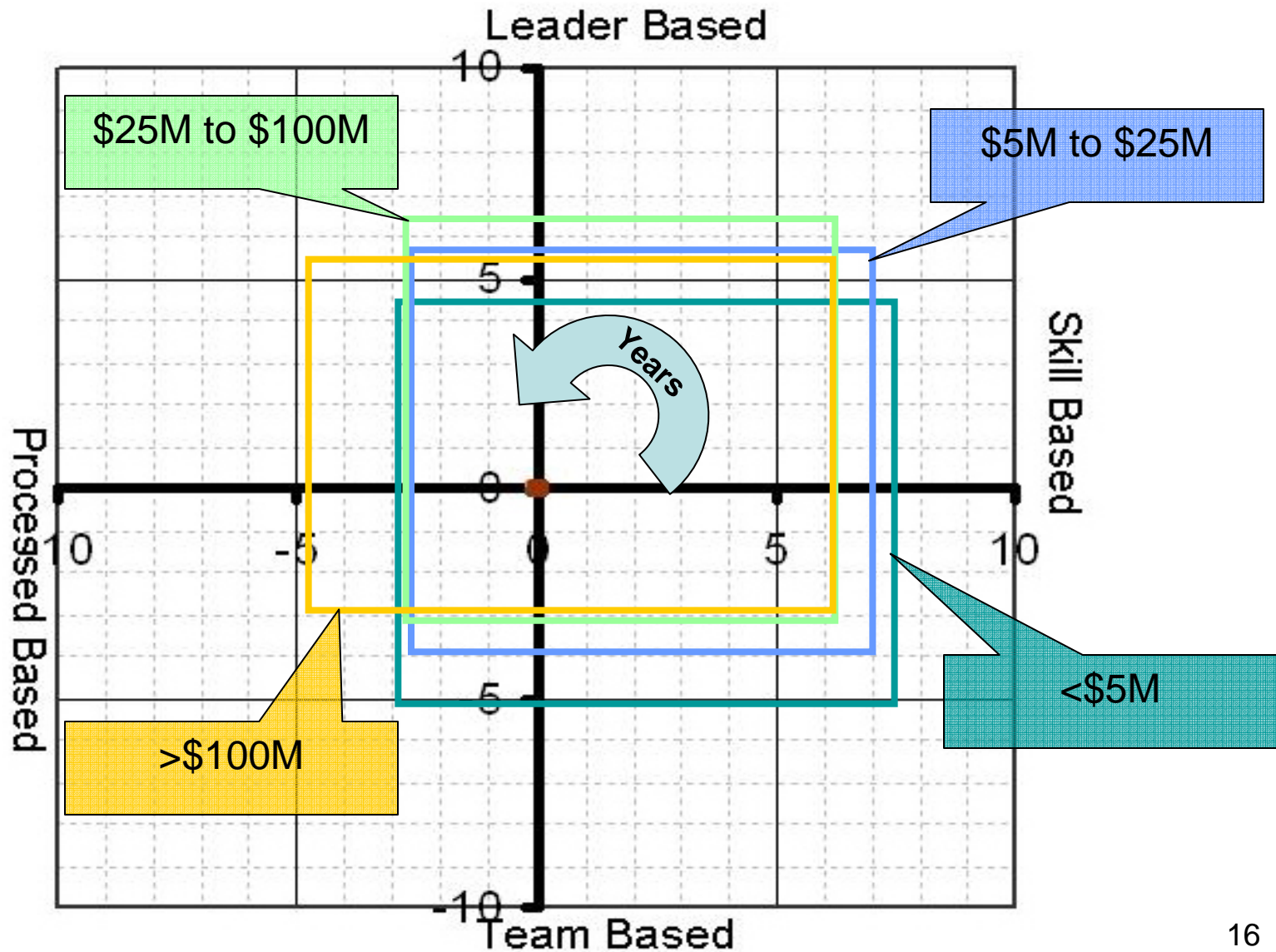


# Too Much Quality PF



# Industry Results

# Average PF



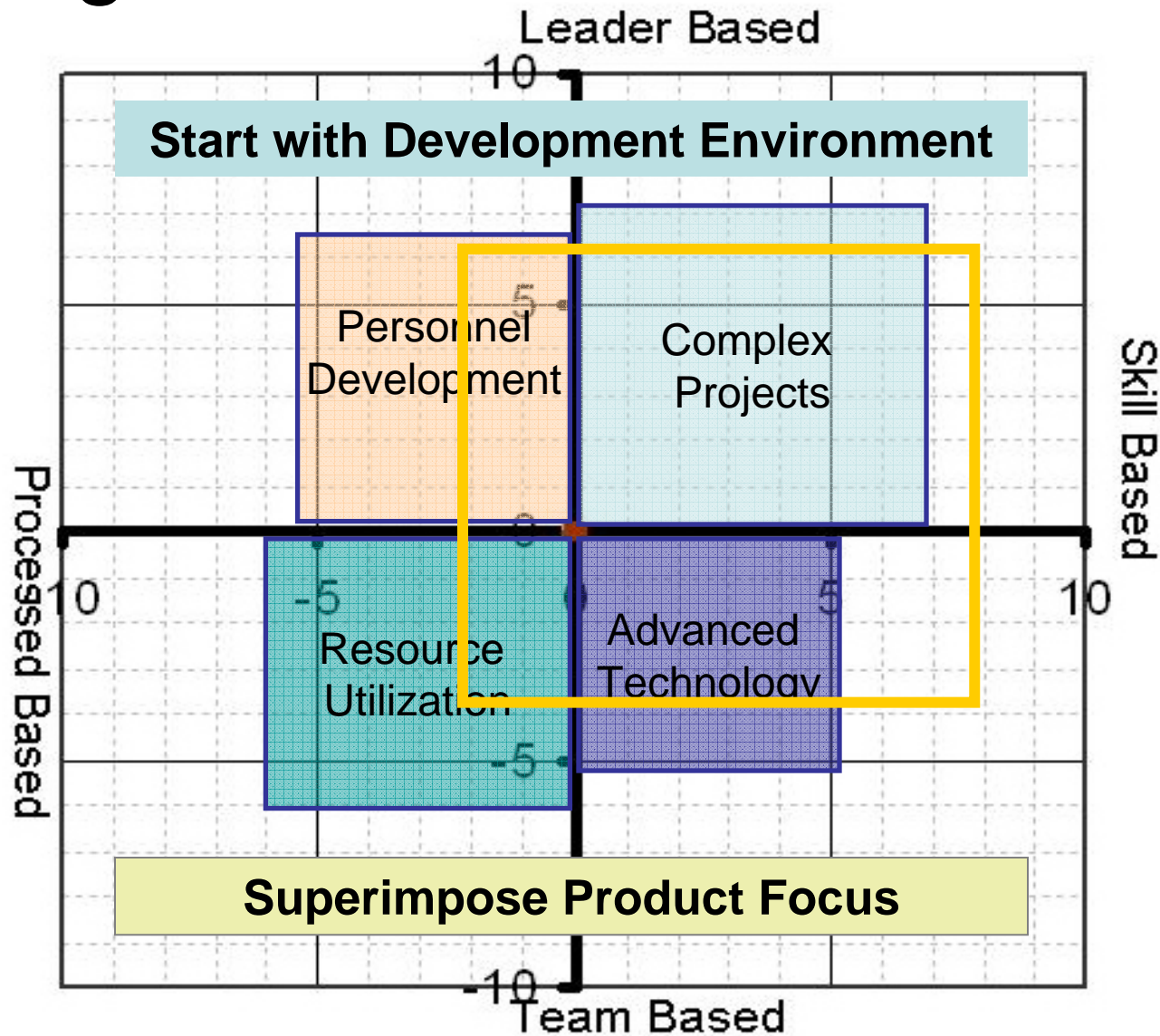


# Determining Organizational Effectiveness

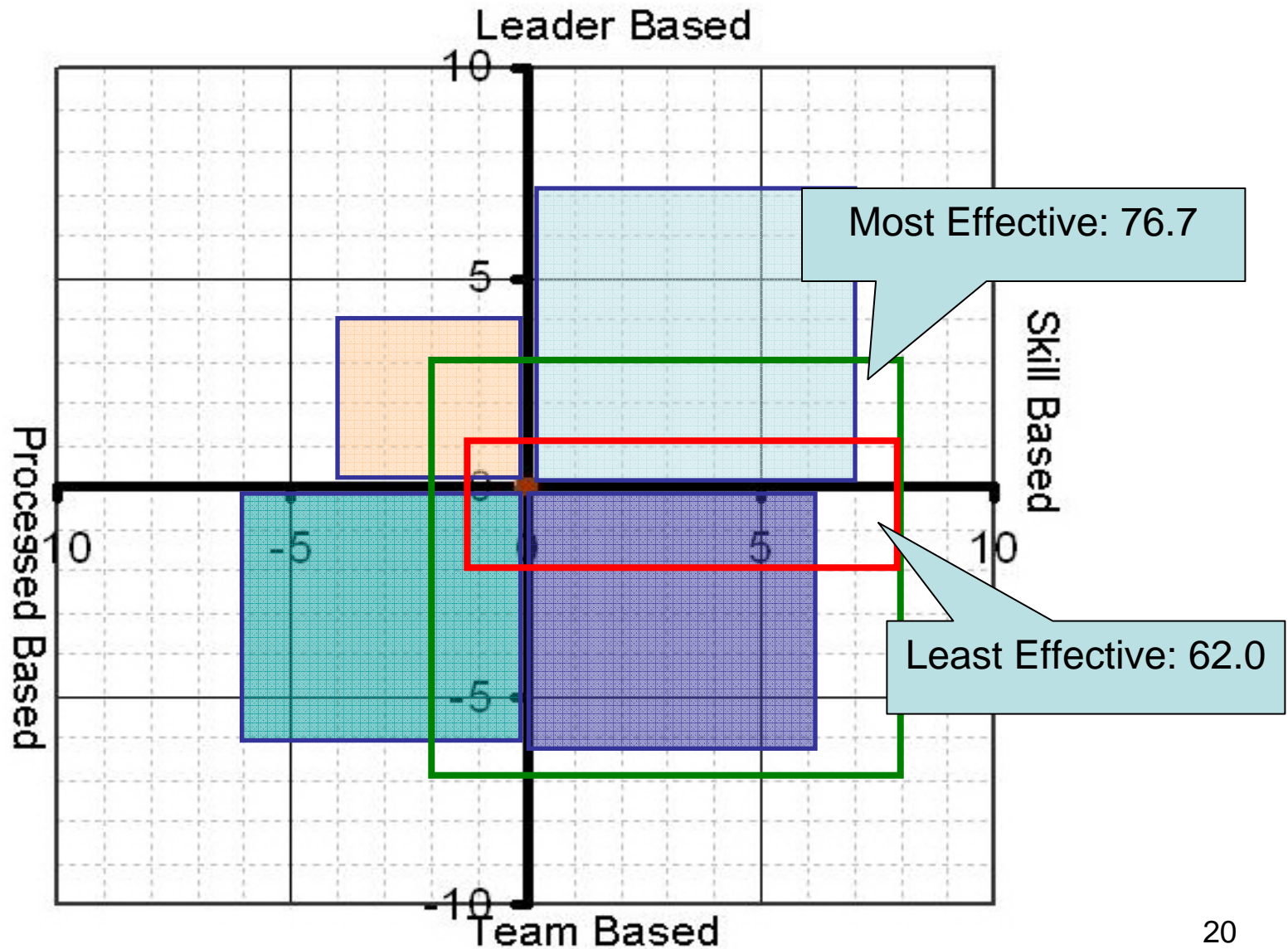
# Organization Effectiveness

- Organizations are most effective when their Product Focus matches their Product Development Environment.
- When an Organization is most effective they will develop more products.

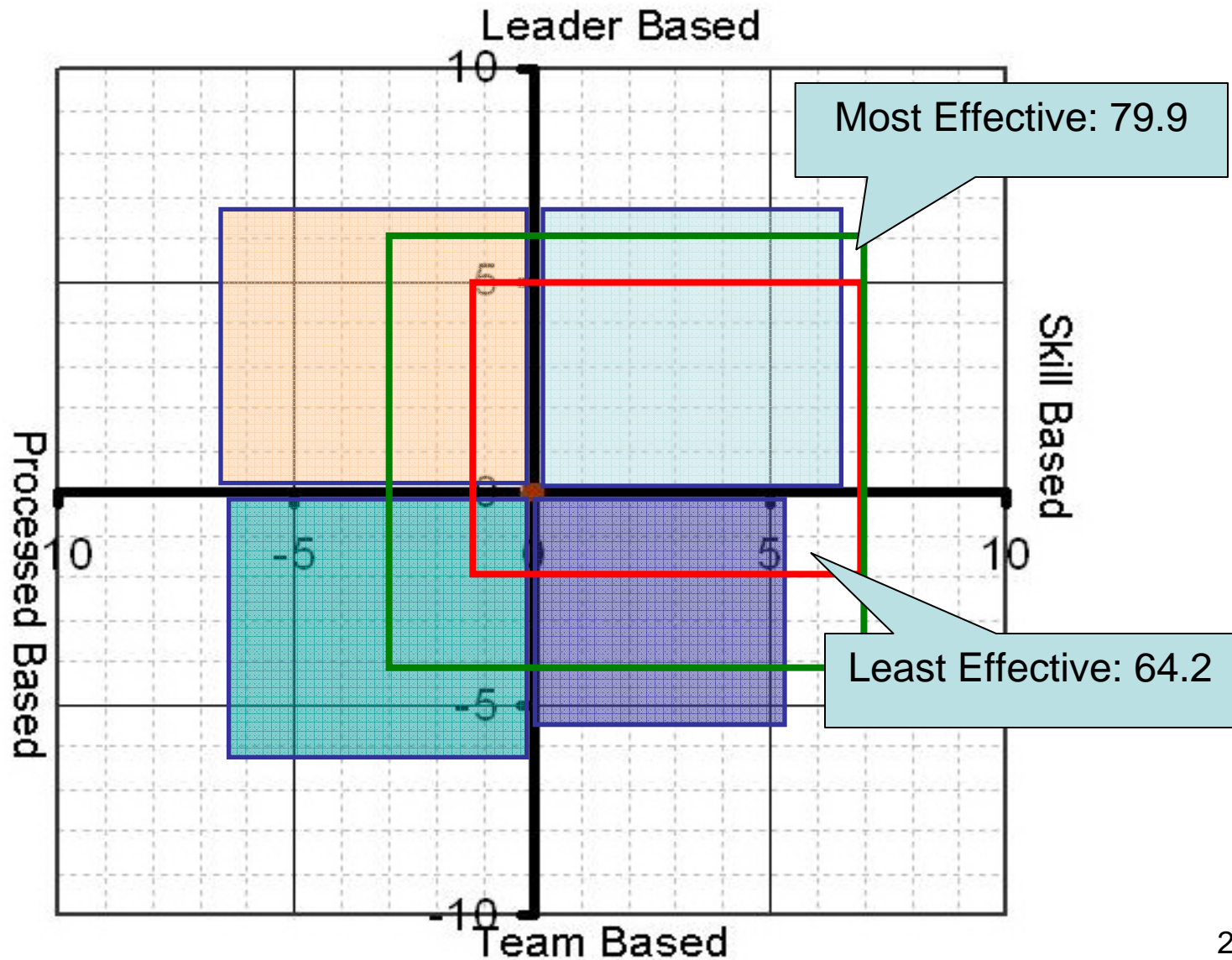
# Organizational Effectiveness



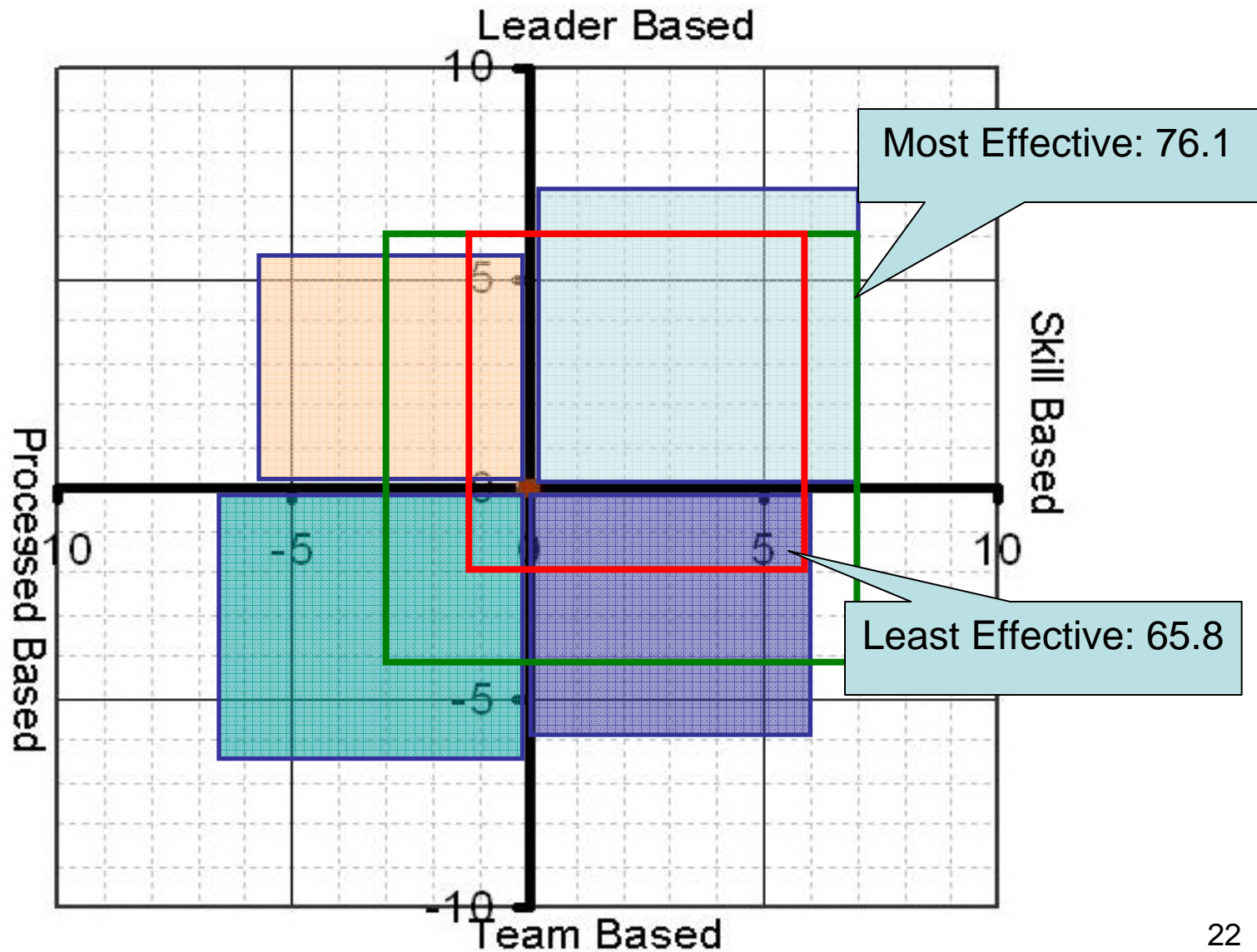
# <\$5M PF



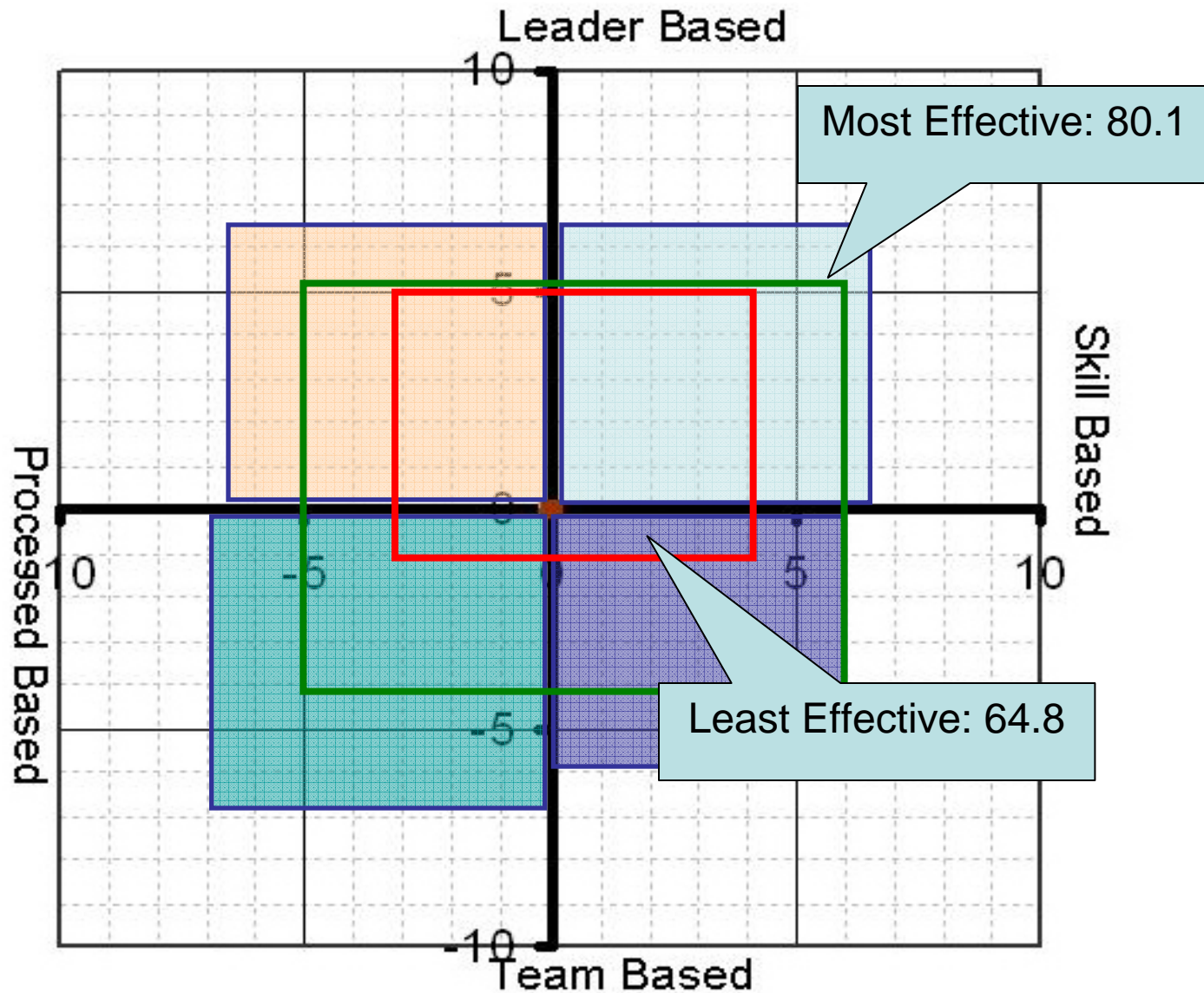
# \$5M to 25M PF



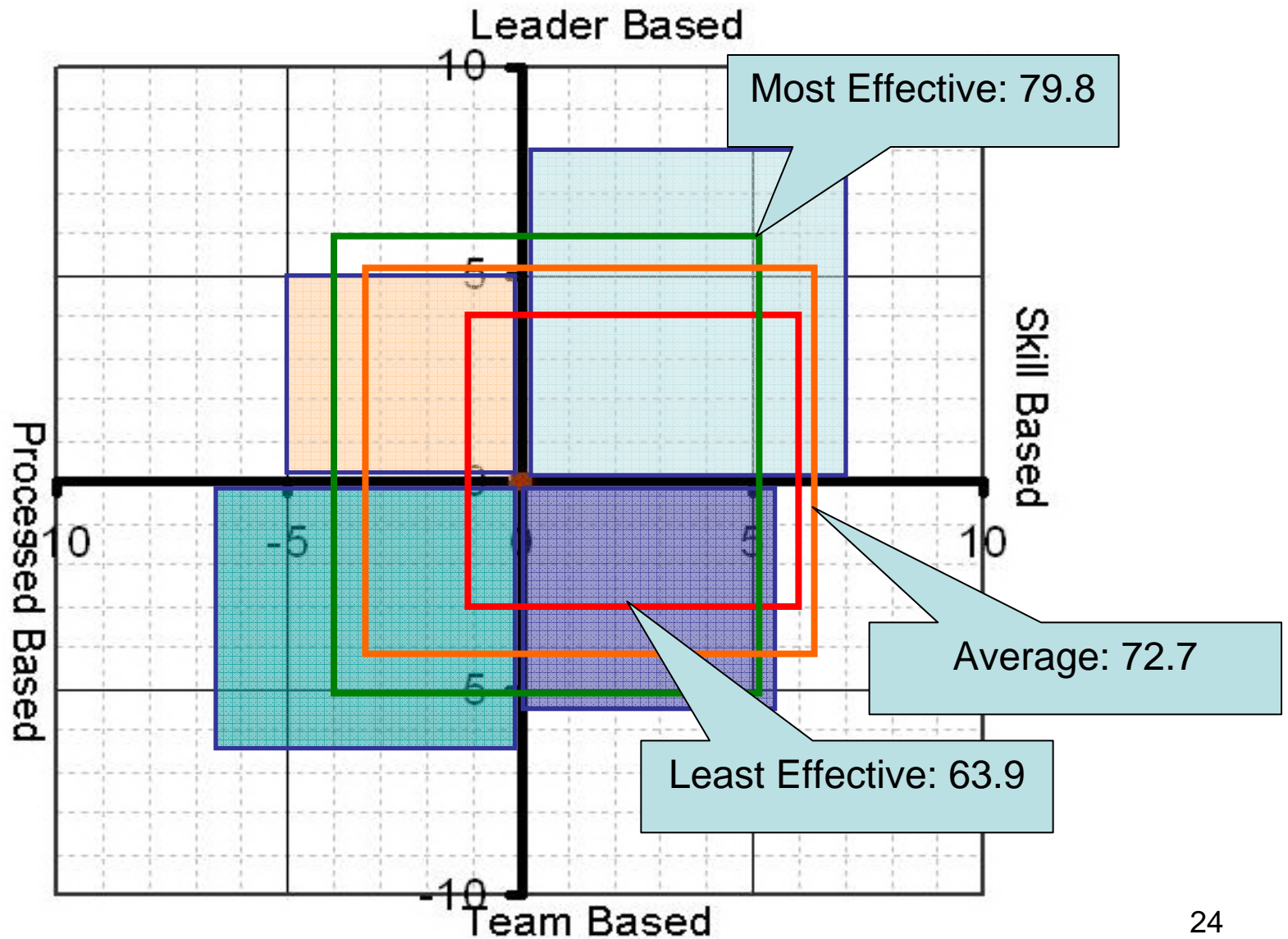
# \$25M to \$100M PF



# >\$100M PF

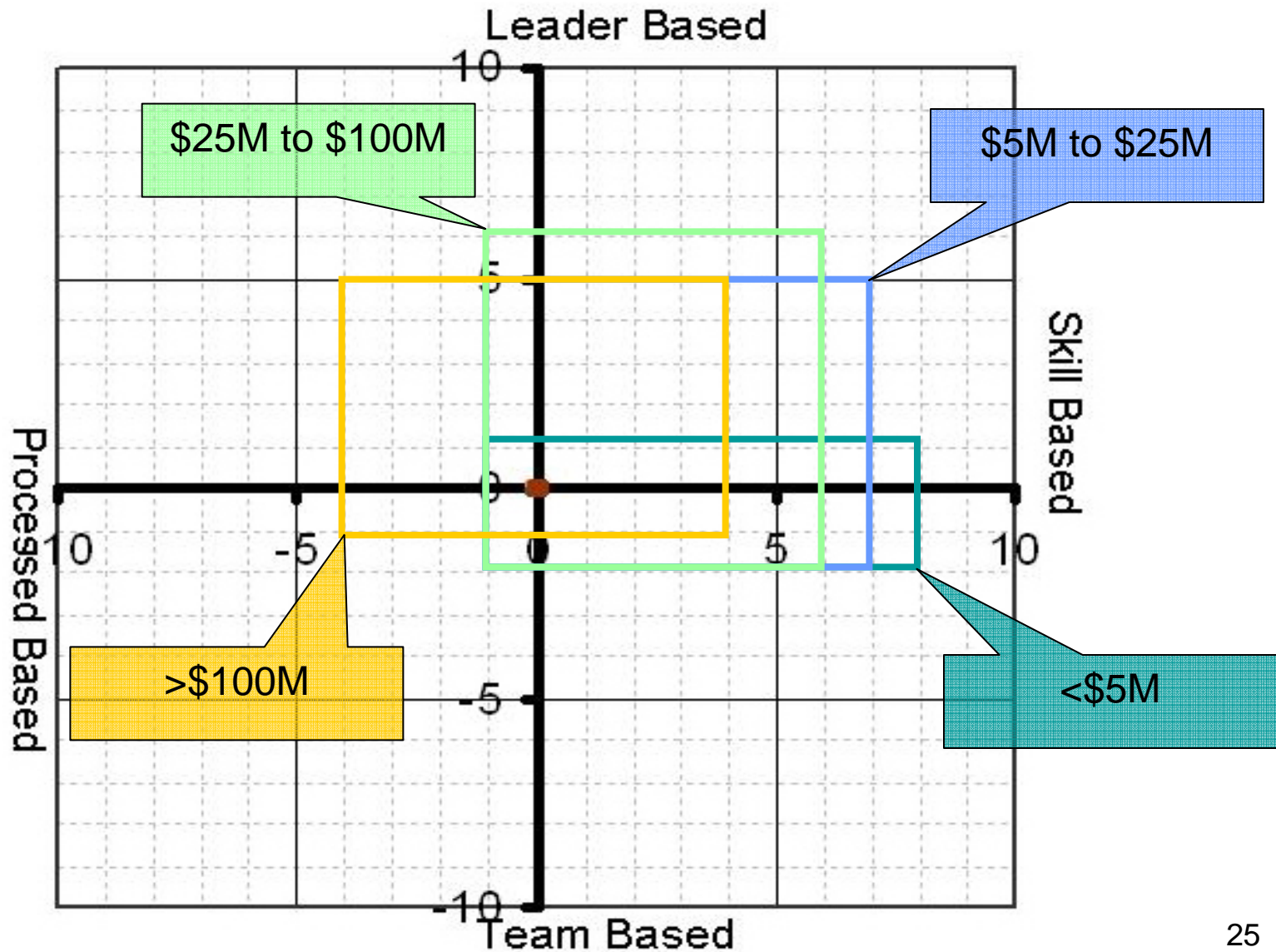


# SW and IT PF

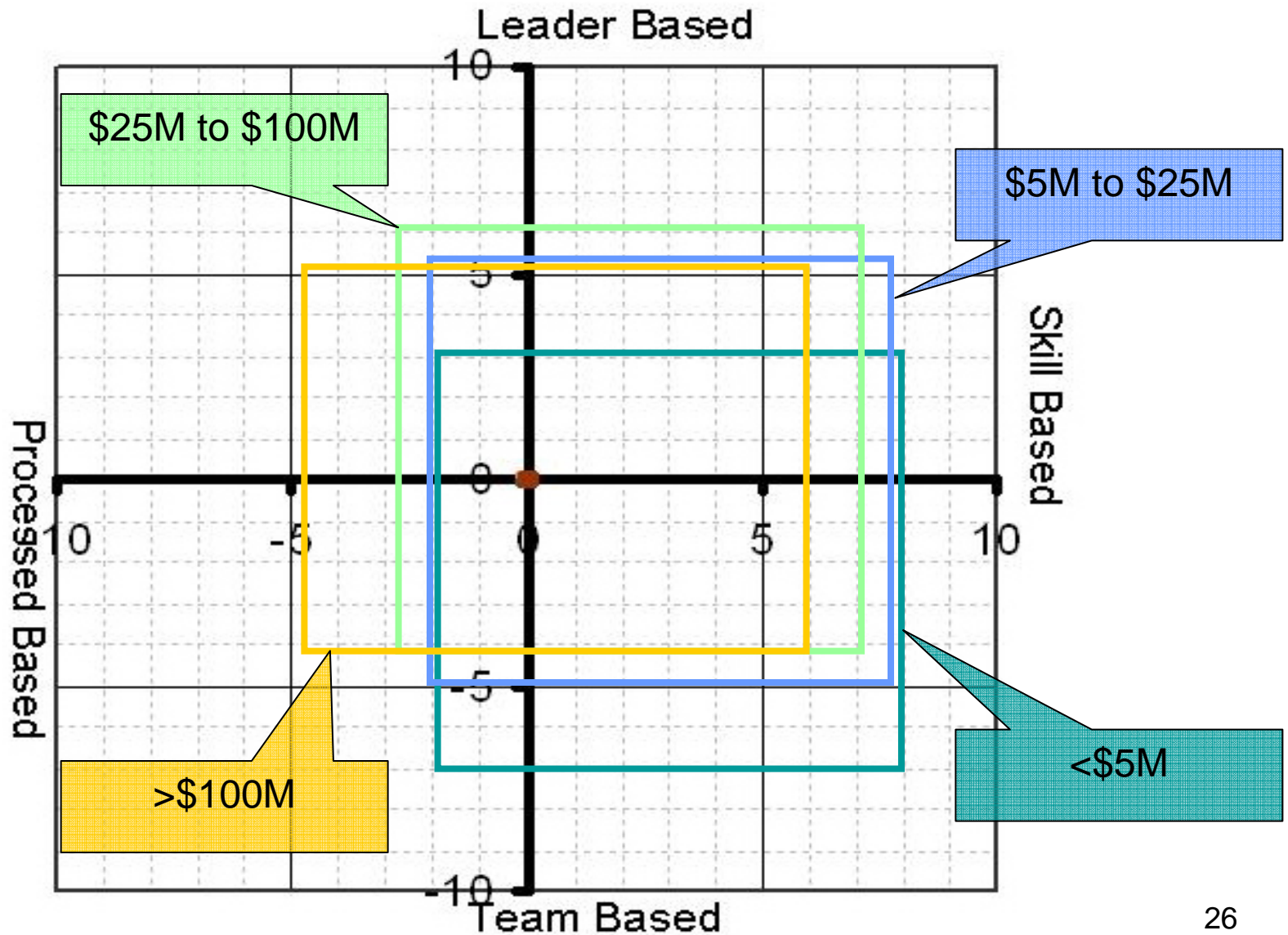




# Worse Case PF

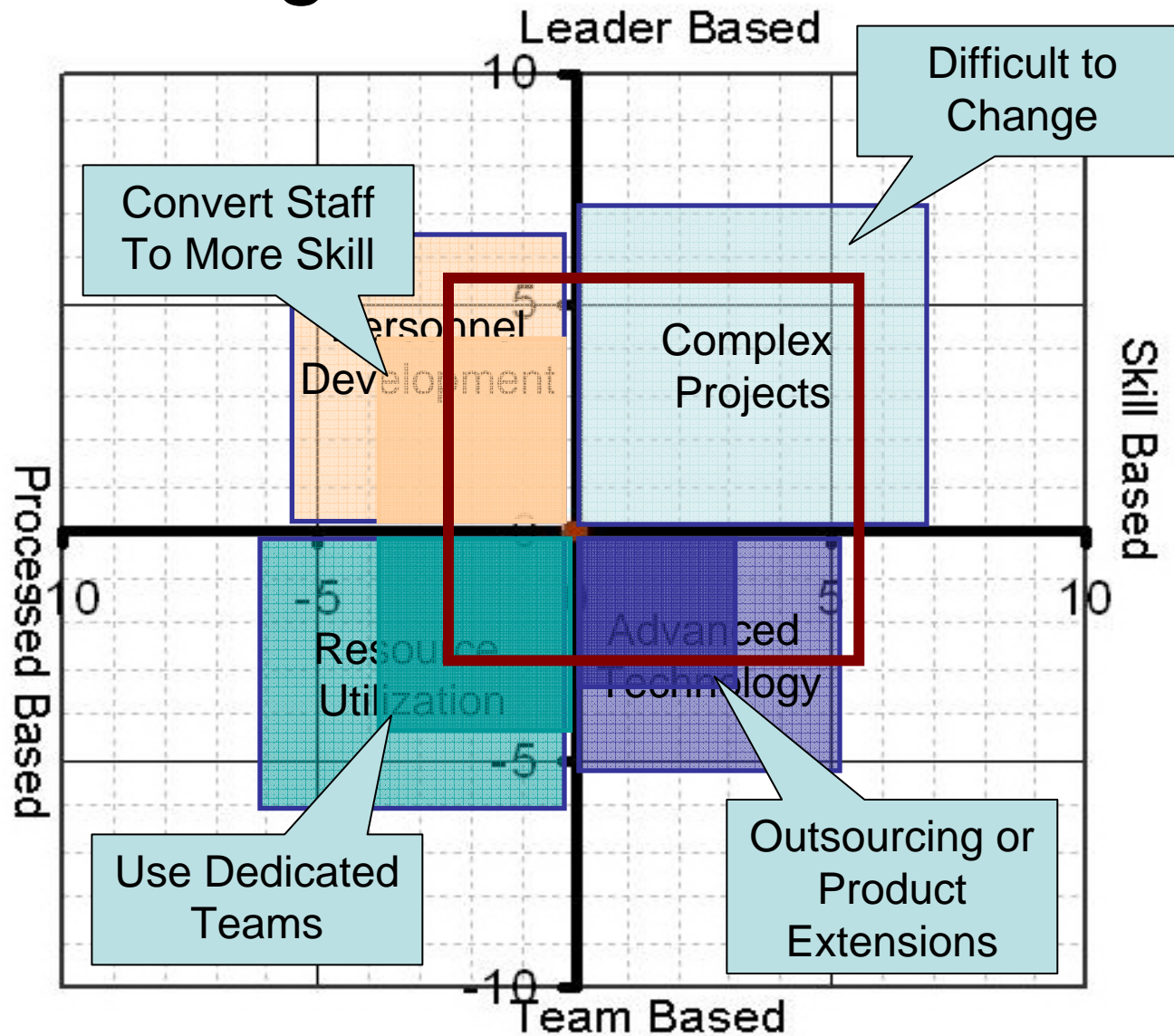


# Best Case PF

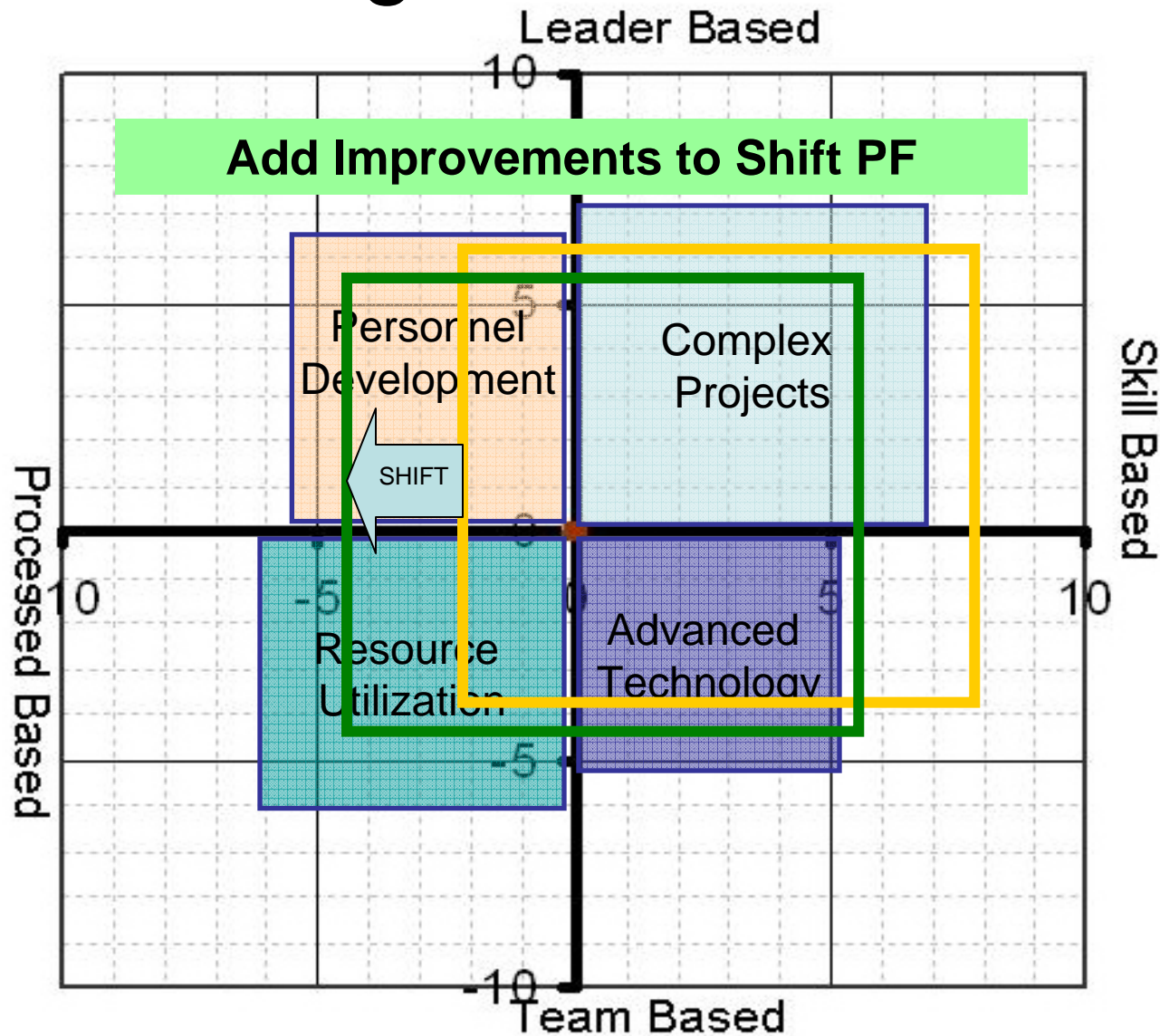


# Aligning Product Focus and Environment

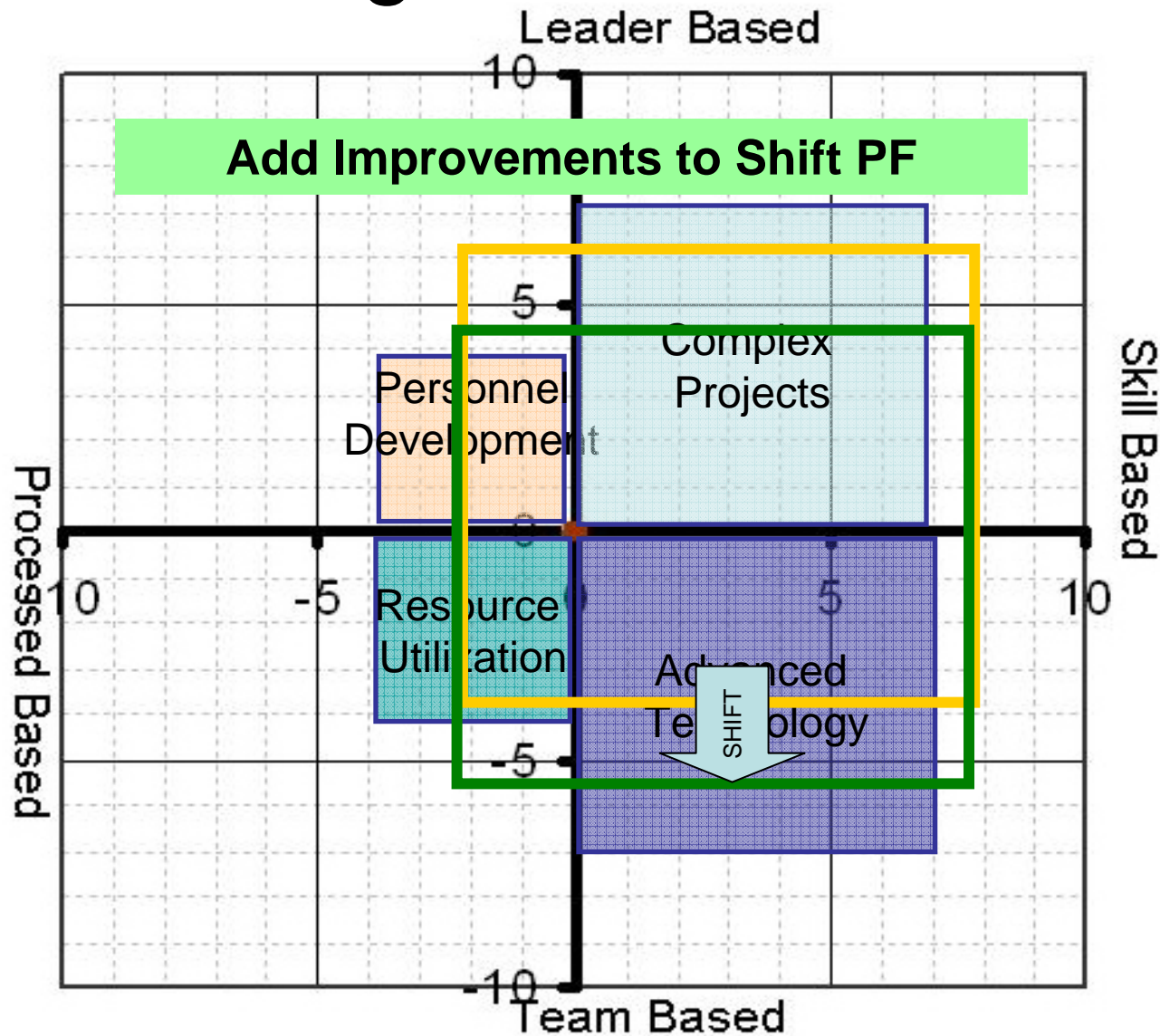
# Change the Environment



# Shifting Product Focus



# Shifting Product Focus



# General Process Rules

- To Improve Complex Projects
  - Add Project Management Improvements
- To Improve Advanced Development
  - Add Risk Mitigation Improvements
- To Improve Resource Utilization
  - Add Resource or Portfolio Management
- To Improve Personnel Development
  - Add more Process Management

# General Leadership Rules

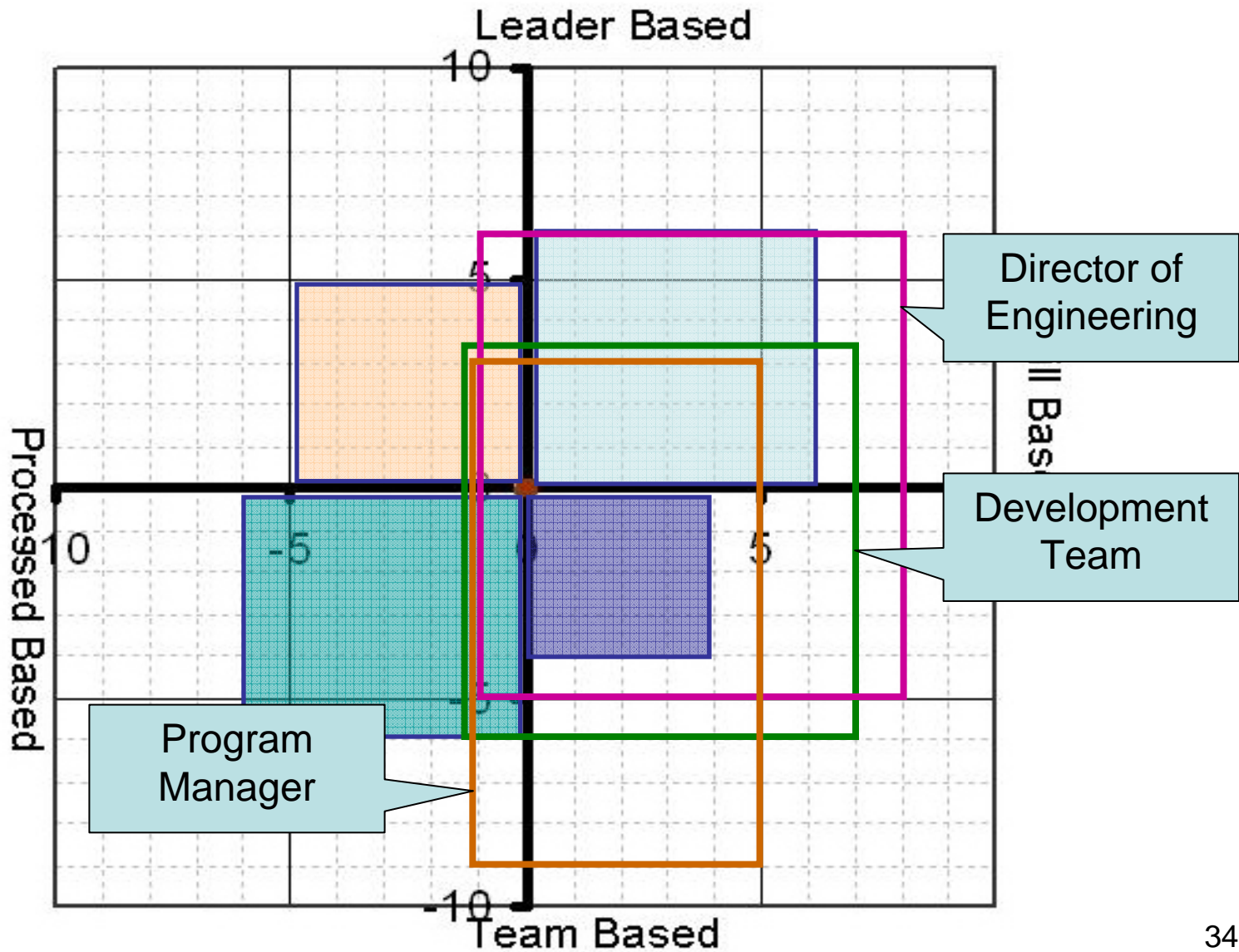
- To Improve Complex Projects
  - Be a Organizer
- To Improve Advanced Development
  - Be a Catalyst
- To Improve Resource Utilization
  - Be a Facilitator
- To Improve Personnel Development
  - Be a Planner



# Case Study

## Shifting Innovative PF

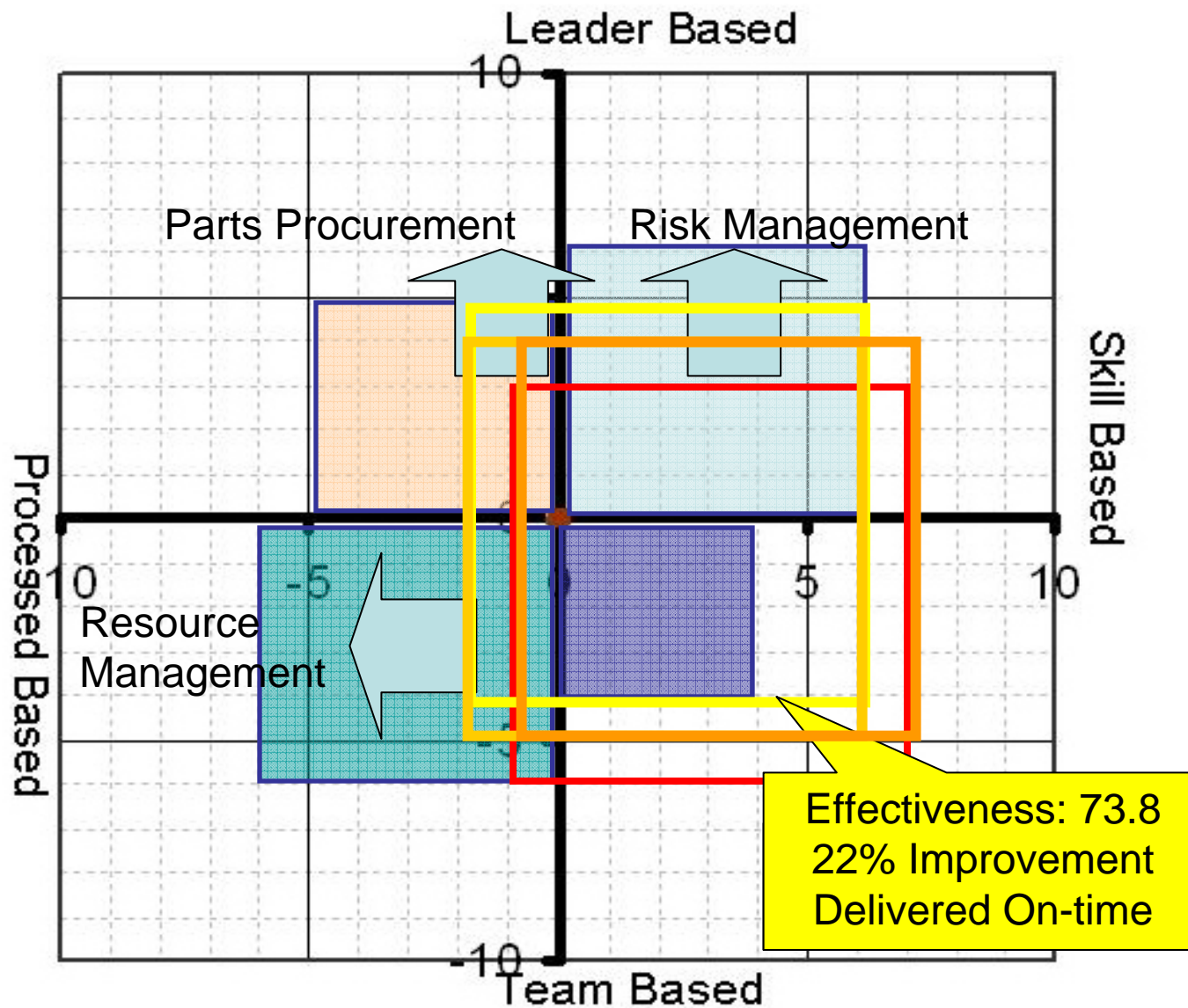
# Shifting Innovative PF



# Shifting Innovative PF

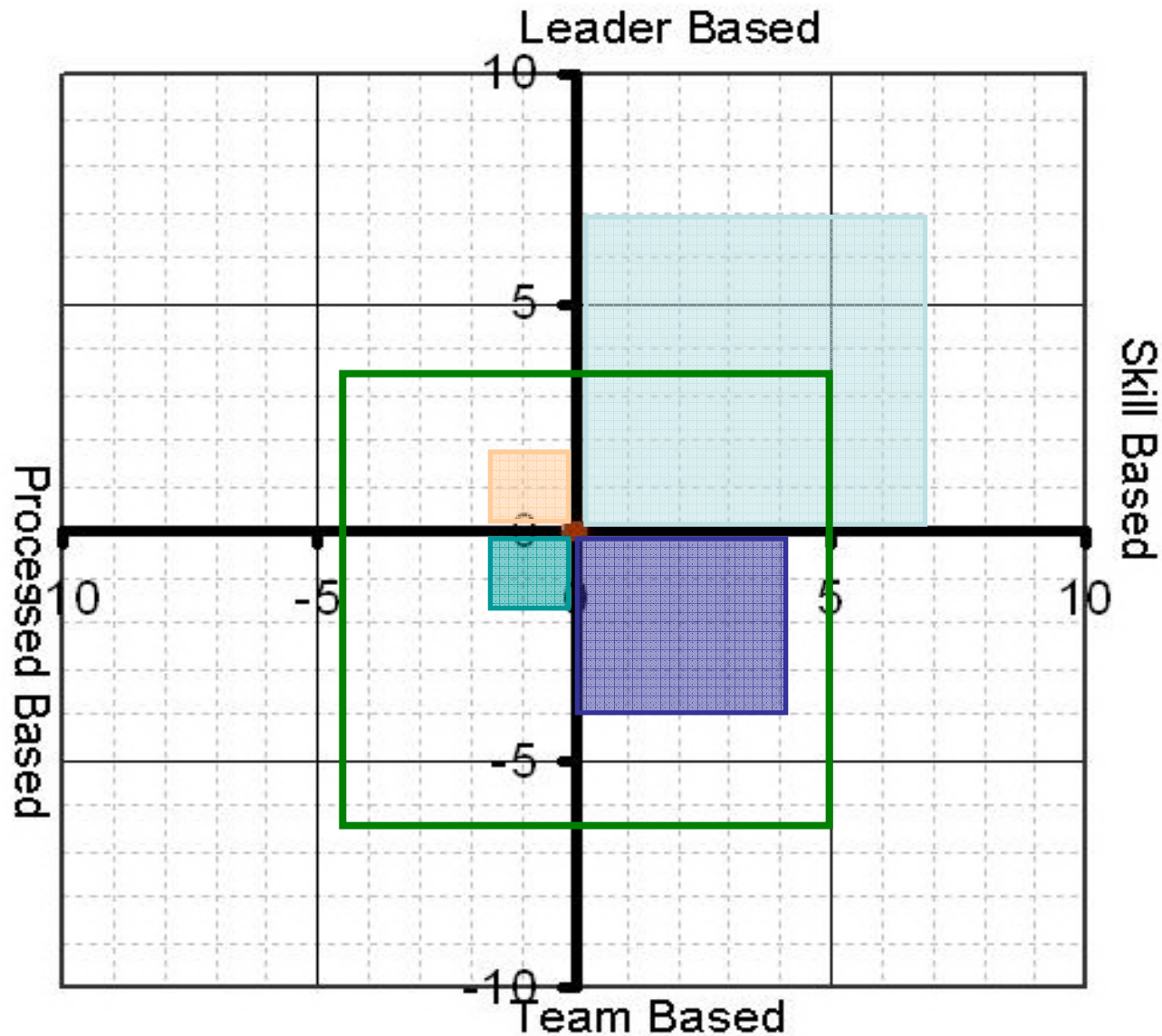
- Conducted Pre-Project Review
  - Asked the Question:  
Based on Past Projects, what would you expect to be the main reasons for this new project will be late
  - Response:
    - 30% Resources and Interruptions
    - 23% Innovation
    - 23% Parts Procurement and Vendor Selection

# Shifted Product Focus

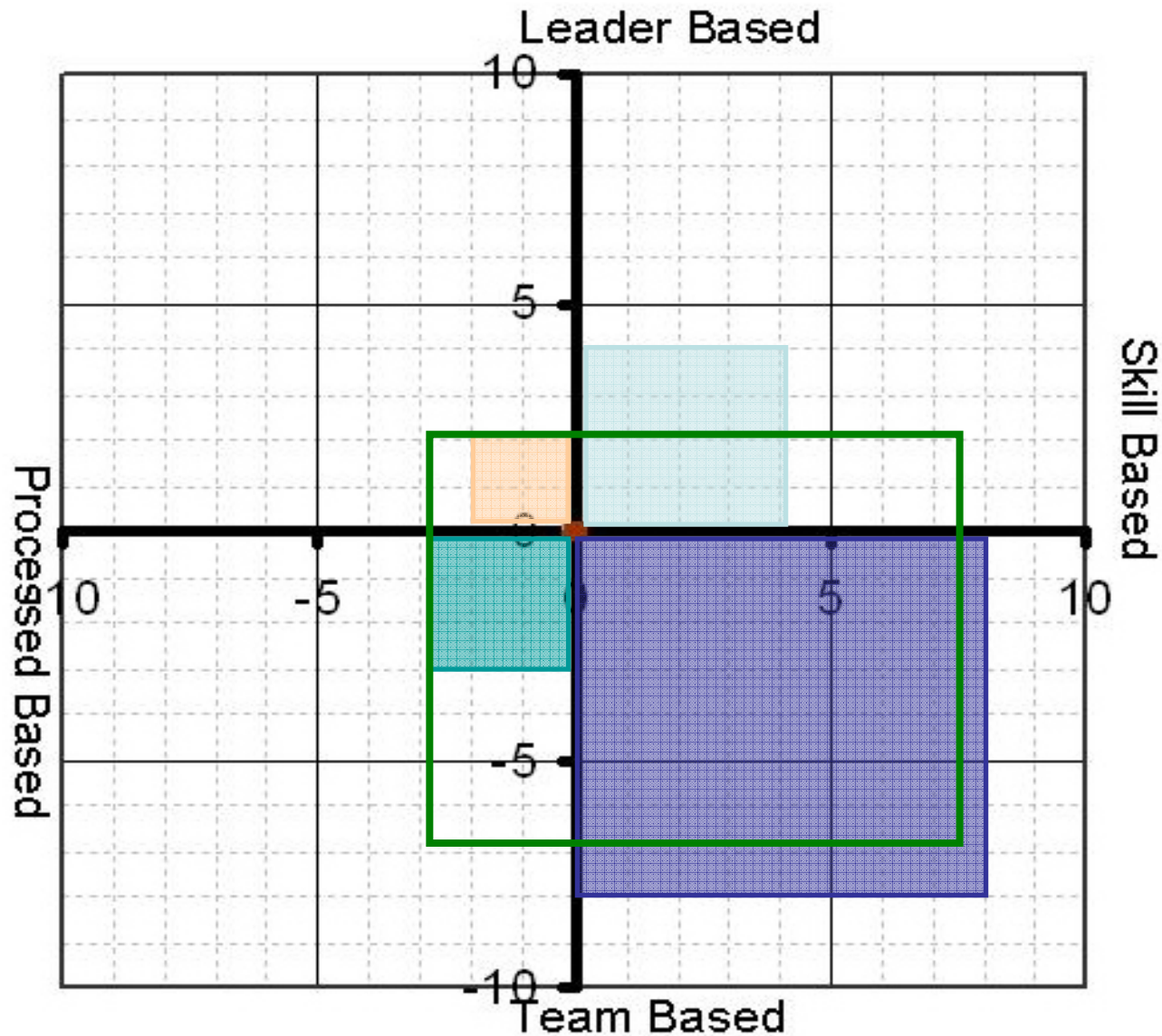


# Consultant Profiles

# Consultant 1 Profile



# Consultant 2 Profile



# For Turning in your Response

- Provide a free interpretation
- Provide suggestions for improvement
- Send you Industry results
- Send you a Monthly Flier



# NexSummit, LLC

- Provides Direct Support, Training and Consultation for:
  - Project Portfolio and Resource Management
  - Decision Making and Leadership Training
  - Project Management and Process Improvements

# Contact Info

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