

What PMs Look For From Business Managers

Presented by:

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What PMs Look For From Business Managers

Alternate Titles that I contemplated:

- What PMs Think the Business Manager is Supposed to do for Them?
- What Must a Good Business Manager Teach a New PM?
- What Business Managers Think PMs Know About Business Management?

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Alternate Titles that I contemplated (Cont'd):

- Why Does Your Business Manager Have More Power Than You, as you ARE the PM?
- What Should You Do as a PM if You Are Stuck With a Crummy Business Manager? (this is the Government, you know...)
- What Should you do as a Business Manager, if You're Stuck With a Crummy PM? (other than wait 2-3 years).

What PMs Look For From Business Managers

Alternate Topics that DAU Would Not Approve:

1. How to Hide Money and Escape the Audit
2. How to Get Your Best Friend To Work in Your Office
3. A Shell Game: The Art of Moving Money Between Deadlines
4. How to Play Solitaire and Act Like You Are Still Very Busy

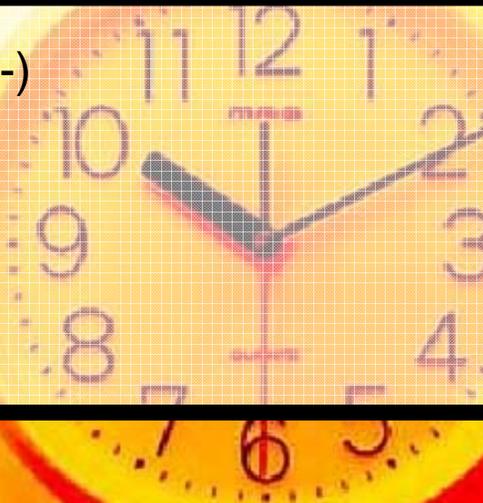
What PMs Look for in a Business Manager:

PM (+)

PM (-)

BM (+)

BM (-)



What PMs Look for in a Business Manager:

1. An Ability to Balance:

- The Program Against the Resources
- Taskings from “higher”/Needs from “lower”
- Your Everyday Life and Everybody In It

2. An Ability to Juggle (Multi-Tasking is an Old Burnt-Out Term)...

- Simple
- Complex
- Nearly Impossible

(Demonstration)

How I think, as a PM:

“hey...can we just buy this on the credit card to eliminate some of the hassle?”

“hey...how come DA doesn't care about 'commitments', and 'plans', just 'obligations'?”

“hey...what is Jones making in actual salary...do we really pay 250K a manyear for him? What is he doing that's worth that?”

“hey...how much do we pay for this building? Power? Travel? Um...can I fund the Change of Charter for the Project Manager or not?”

How I think, as a PM (Cont'd):

“hey...how much money do I have left?

“hey...how come we're only 70% obligated and
OSD/DA/DN/DAF is trying to steal our money?

“hey...what are P and R forms and how come it's such a
pain in the butt to fill these forms out each month?”

“hey...how much am I spending for PM support
contractors?”

“hey...I need blackberries for 10 people, do we have the
money?”

What PMs Look For From Business Managers:

1. The Ability to Communicate What Has Worked and Has NOT Worked in Your Organization
2. The Ability to Understand Where the PM is Going With the Program (Somewhat Telepathic)
3. The Ability to Understand Where the PM Has Been (ie, In His/Her Life...ie All PMs are Different)

What PMs Look For From Business Managers:

4. The Ability to Communicate How The Funds Match Up to the Program
5. The Ability to Clearly State Where Guidance is Needed
6. The Ability to Organize the Status of Spending in a Way That the PM Can Understand

What PMs Look For From Business Managers:

7. The Ability to Work With Project Leaders and Other Managers, Not Just Budget and Contracts Folks
8. The Ability to Comprehend that PMs are NOT Experts in Financial Matters NOR are They Experts in Money-Talk, NOR are They ALWAYS Quality LEADERS, duh!

What PMs Look For From Business Managers:

9. Ability to Understand That Transitional Entry Into an Organization is Not Easy
10. Ability to Flex, Yet Hold Organization Accountable (Public Money Stewardship)
11. Ability to Be Proactive, not Reactive
12. Ability to Understand that War Changes the Norm
13. Ability to Understand that New PMs May Be Charismatic, Courageous, Innovative Visionaries (that don't know Jack)

What PMs Look For From Business Managers:

14. Ability to Provide Options for Decision-Making
15. Ability to Understand that You Are Providing a Service to Make the PM Run His Organization More Smoothly, and Efficiently
16. Ability to Make Yourself AVAILABLE for Programmatic Updates/Meetings

What PMs Look For From Business Managers:

17. The Ability to Hide Money – LEGALLY!
18. The Ability to REMAIN FAIR Across the Divisions / Branches You Support
19. The Ability to FORECAST!
20. The Ability to RETAIN YOUR SENSE OF HUMOR!

You might be a Business Manager if...

- Your hair is on fire and no one will point you to where some water might be...
- Your boss thinks you FIND funding and EXPECTS you to GET funding for his projects...
- You Find yourself briefing for the PM because no one else has a clue

You might be a Business Manager if...

- You are stuck filling in Databases late on a Friday night that were due last Thursday...
- You ARE the BMD office staff...
- You find yourself saying "Happy New Year" on October 1st.
- Your Spouse is Always Sayin' "How Come You Can Keep 400 million Dollars Straight at Work, But You Can't Balance Our Dad-Blame Checking Account?"

You might be a Business Manager if...

- You have begun drinking between work and home
- You have begun drinking at work
- You have begun drinking at home before work
- You've Determined That a Shot of Whiskey and a Krispy Kreme Donut Sounds Like a Pretty Good Breakfast

In Conclusion...

- Balancing it all...the Key To Success...