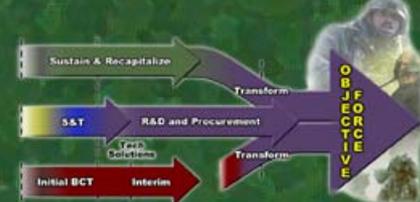




# ***PEO TACTICAL MISSILES***



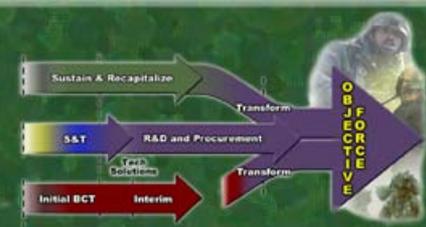
## **THOUGHTS ON “THE SUCCESSFUL BUSINESS MANAGER”**

**Don Barker**

**Deputy PEO Tactical Missiles**



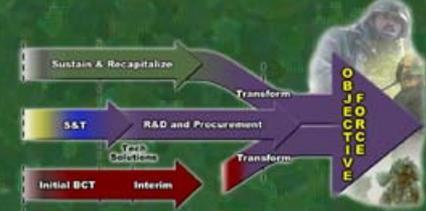
# ***SENIOR MANAGEMENT'S CONTRIBUTION TO THE SUCCESSFUL BFM***



- **FIRST -- Select the right person for the job!!!**
  - **Consider:**
    - **Leadership Ability**
    - **Interpersonal Skills**
    - **Technical knowledge and background**
    - **Management Skills**
    - **Attitude (Desire for Excellence and “Can-do”)**
    - **Integrity, honesty, etc. (Nonnegotiable)**
- **THEN -- EMPOWER!!**



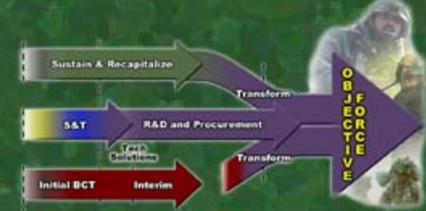
# ***SUCCESSFUL BFM'S ARE--***



- **The “Watchdog” for business matters**
- **Customer Focused (PMO, System, Ultimately the Soldier)**
- **Leaders who motivate followers to identify with the organizational vision**
- **Managers – Adept at not only business and financial management but also change and knowledge management**



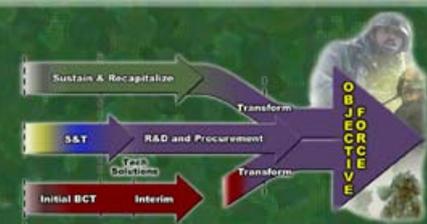
# ***THE SUCCESSFUL BFM***



- **Delegates**
  - Empowers Followers
  - Balances workload among subordinate leaders
- **Provides honest, well-founded advice and feedback**
- **Loyal**
- **Encourages the development of subordinates**
- **Works closely with PMs and other functional areas**
- **Accepts responsibility (“The Buck Stops Here!”)**



# EXAMPLES PMO PERSPECTIVE



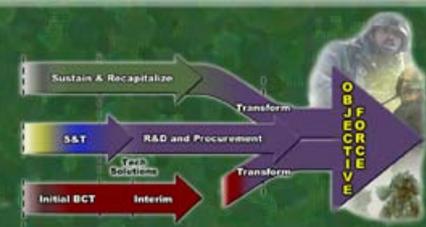
**Regular FM  
Reviews**

**Close coordination/  
working relationship  
with DASC and  
DA/OSD counterparts**

**“Concentrate on  
Transitions”**



# EXAMPLES PEO TACTICAL MISSILES PERSPECTIVE



**G3 = Business MGT  
“BFM is PEO  
Operations Officer”**

**“Documentation of  
Best Practices”**

**“Stop light”  
charts- quick  
look at program  
status**

**Regular FM/  
R&A Review**