

# **QUESTIONNAIRE DATA**

## **Third Business Managers' Conference**

**June 12-13, 2002**

# Third Business Managers' Conference

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- **Conference Attendees**

– On-Line Registrations:	340
– On-Site Registrations:	18
– No-Shows:	41
– Net Attendees:	317

- **Questionnaires**

– Total Completed:	178
– Percentage Completed:	56%

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## Who Completed Questionnaires?

- **Organizational Structure Level**
  - Service Headquarters 21
  - SysCom / Major Command 39
  - Program Executive Office 22
  - Program Manager Office 38
  - OSD / Joint Staff 6
  - Defense Agency 23
  - Industry 12
  - Other Organizational Structure Level 17

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## Who Completed Questionnaires?

- **Position Level**
  - Program Manager / Program Director 8
  - Deputy Program Manager 2
  - Business Financial Manager 77
  - Staff 49
  - Other 42

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## Who Completed Questionnaires?

- **What is your Functional area?**

– Budget Analyst	24
– Program / Management Analyst	52
– Financial Mgt / Financial Analyst	39
– Cost Analyst	12
– Operations Research	7
– Accountant	1
– Other	43

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## Conference Content

- **How valuable did you find the Conference for: (High – 6.0)**
  - **Learning things useful in your job?** 4.8/6.0
  - **Important cross communication with peers?** 4.7/6.0
  - **Obtaining insight on acq policy thrusts?** 5.0/6.0
  - **Engaging in “not for attribution” dialogue**
    - **across Services?** 4.4/6.0
    - **with senior OSD leadership?** 4.3/6.0
  - **Top-down communication** 4.6/6.0
  - **Bottom-up communication** 4.1/6.0

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## Conference Content (Continued)

- **About the Training Breakout Sessions**
  - Sessions rated 4.9 or above out of 6.0:
    - DAES/SAR/APB/Nunn-McCurdy Unit Cost Reporting (Bob Leach – both sessions)
    - Contracts Incentives/Business Case (Chip Summers)
    - Integrated Program Management (David Bachman)
    - OSD Budget Review (John Roth)
    - Earned Value Management Basics (Bob Carlson)
    - Integrated Baseline Review (Randy Smith)
- **Continue Training Breakout Sessions? Yes – 99%**
  - More Sessions – 71%
  - Fewer Sessions – 29%

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## Conference Format

- **Total Conference Time:**
  - 2 days OK? Yes - 95%
- **Time for Q&A:**
  - OK? 86%
  - More? 11%
  - Less? 3%
- **Time for BO's:**
  - OK? 90%
  - More? 5%
  - Less? 5%
- **Size of BO's:**
  - OK? 100%
- **Which do you prefer?**
  - Speakers? 77%
  - Panels? 14%
  - Both? 9%
- **Were exhibits helpful?**
  - Yes - 84%
- **Continue exhibits?**
  - Yes - 93%

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## Conference Attendees

- **Conference Attendance?**
  - About right - 94%
- **Continue Industry participation?**
  - Yes? 90%
- **Should the representation for any DoD community be changed?**
  - Yes? 14%
  - No? 86%

**More of: Contracting; Industry; Major Program Offices; PMs; OSD; Lower level BFM's; PM Business Managers; Congressional staff; Business planning staff**

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## Next Conference

- **How often?**
  - **Once/year - 84%**
  - **Every 6 Months - 16%**
- **Motivational speaker?**
  - **Yes - 64%**
  - **No - 36%**
- **Like to hear from?**
  - **Rank Order: 1-OSD Executives, 2-Industry, 3-PEOs, 4-PMs**
  - **Other? (no priority intended)**  
**Congressional Staff; OMB; SysCom SES Comptrollers; Service Comptrollers; SysCom Commanders; SAEs**

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- **Third Business Managers' Conference - 5.1 (High-6, Low-1)**  
**Second Business Managers' Conference - 5.1**  
**First Business Managers' Conference - 5.0**  
(Reference: 2001 Fall PEO was 4.8)
- **Rating percentages for 6 (high) through 1 (low)**

<b>6 - 29%</b>	<b>4 - 12%</b>	<b>2 - 0%</b>
<b>5 - 57%</b>	<b>3 - 2%</b>	<b>1 - 0%</b>
<b>Positive - 86%</b>	<b>Neutral - 14%</b>	<b>Negative - 0%</b>

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## Training Topics

- **Cost estimating: for evolutionary acquisition; pitfalls**
- **Evolutionary acquisition: Lessons Learned; issues**
- **Congress: Staffer view of FM/acquisition systems; “View from the Hill;” Environment on the Hill; Congressional impact on DoD programs; Budget process**
- **PPBS: Revision status; for ACAT III programs; versus enactment process**
- **EVM: Industry status; link to FM modernization**
- **Other Mentions:  
Transformation; Total ownership/life cycle costs; Best practices; Performance based acquisition/payments; Budget related processes/issues/tools; Career paths/transitions**

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## Additional Comments

**With more than one mention:**

- **Lunch speakers were GREAT!!**
- **Include bios for primary speakers in notebook**
- **Reduce breakout session time to 1 hour and also reduce break time to allow another set of topics**
- **Would like to hear from Industry**
- **Liked having industry attend - continue**
- **Change mid-June conference dates**
- **Liked/Continue motivational speaker**