



Why Project Leaders Fail

About the Presentation - Why Project Leaders Fail

Project failure is a familiar topic to all of us.

We've all seen it; most of us have experienced it first hand. It doesn't take too long for a new project manager to find out why projects fail. The number one cause of project failure is, of course, failure to clearly define the project's objectives. Scope, statement of work, work breakdown structure; these are essential to project success.

But, is it perhaps that the subject is so close and personal? We don't hear much about what causes project leaders to fail. In this presentation Tom Mattus will share with us the results of a survey of IT personnel asked to identify the characteristic failures of the worst manager they ever worked for.

Results, in order:

- Poor interpersonal skills
- Self centeredness
- Failure to acknowledge problems
- Untrustworthiness
- Weak management skills

It's no surprise that interpersonal skills topped the list. Interpersonal skills are part of a larger category Tom labels them "emotional intelligence." This is often the distinguishing characteristic between good leaders and great ones. It's particularly important when working with a new leader; 35 percent fail in their first 18 months. Tom also puts forward six questions that a leader should ask himself to become more effective:

1. How is that working for you? Have you asked your employees to rate you as a boss or project manager? Get their feedback and listen to it, don't defend yourself against it.
2. Where are you vulnerable? Are there specific behaviors that derail your good performance?
3. Do you analyze the adversity you are facing? (Learn from your mistakes.)
4. Do you listen to your customers, including those within your own corporation?
5. Do you have a mentor/confidant? Everyone, no matter how experienced, can use this.
6. Do you force yourself to change?

In this presentation you will need to assess yourself and think about your derailers as you lead projects.



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