Turning Around Failing Projects



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1. How To Spot a Failing Project

2. What Causes Projects to Fail?

3. Real Failures and the Turnaround

4. Lessons Learned

5. Q&A



Too close to home?

- Projects with realistic budgets and timetables don't get approved.
- > The more desperate the situation the more optimistic the progress report.
- > A user is somebody who rejects the system because it's what he asked for.
- > The difference between project success and failure is a good PR company.
- Nothing is impossible for the person who doesn't have to do it.
- A freeze on change melts whenever heat is applied.
- > You understood what I said, not what I meant.
- If at first you don't succeed, rename the project.
- Everyone wants a strong project manager until they get him.
- The worst project managers sleep at night.
- > A failing project has benefits which are always spoken of in the future tense.
- Projects don't fail in the end; they fail at conception.
- Visions are usually treatable.
- Overly ambitious projects can never fail if they have a beginning, middle and no end.



≻59% to 94% of Projects Fail!

Some Bad Signs:

- Poor project planning or no plan at all
- Disagreement on project requirements
- Lack of team involvement
- Lack of a clearly defined end
- Unrealistic demands
- Failure or fear to stop or plan again



What Causes Projects to Fail?

- This may not be the list you are thinking of:
 - The Halo Effect....gone wild!
 - Mandated Dates
 - Stressed/Overworked Team Members
 - Nobody agreed on what the project was going to be in the first place



Someone Isn't Being Heard

Groupthink: The act or practice of reasoning or decision-making by a group, especially when characterized by uncritical acceptance or conformity to prevailing points of view.



When It's Wrong, It's Wrong!

Sometimes it can't be or shouldn't be saved!

Technology can be the biggest issue!

If we had just two more weeks......



It Is What It Is

- Sometimes, you just have to make a move.
- > Don't be afraid to ask for what you need.
- If you don't get what you want, document that and move on.
- >Sometimes, it is you or them.



Lessons Learned

- ➢ Be honest, at all costs! It is what it is!
- ≻Get to the data, it truly does rule all!
- Use the Six Sigma process of DMAIC (Define, Measure, Analyze, Improve, Control)
- >You do not have to be right!

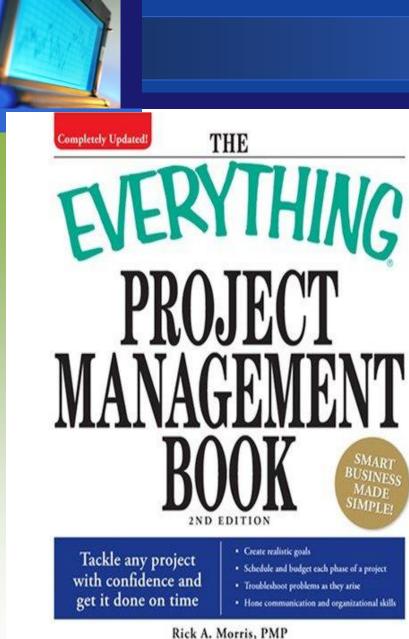
Listen to your people. In my experience, when projects fail, someone knows why and is not being heard.



Social Media

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