



International Project Management Day

A Day of Professional Development Seminars

Hopefully you haven't missed out! The annual International Project Management day celebration sponsored by the New Jersey PMI Chapter is planned for November 6, 2008. For the 3rd year, the event will be held at The Palace at Somerset Park in Somerset, NJ. So come celebrate a day filled with excellent project management topics that will enhance knowledge, skills, and personal networks.

The Chapter is conducting a Food Drive during our IPM Day celebration. Participants are being asked to bring canned goods or non-perishable food items to the event. There will be containers available for your donation, near Registration. Your contributions will be greatly appreciated by those families who are struggling during these difficult times.

International Project Management Day is a time to reflect, recognize excellence, appreciate the contributions and plan for the challenges that face pro-

ject managers everywhere. Our 2008 event is focused on leadership and communication in project management. They are among the greatest challenges we have and all project managers can benefit from focusing on them as part of our professional development. Consistent with previous year's formats, this event will host a single track of speakers and a valuable afternoon workshop. Attendees will have the benefit of hearing all of the speakers versus moving from one track speaker to another and risking that some track speaker rooms have reached capacity.

During breaks and lunch, time is available to visit vendor booths to discuss tools, techniques, services, and training. There will be networking opportunities with 500 project management professionals, PMI Special Interest Groups (SIGs), and PMI

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Marketing Project Management

by Camper Bull

There is an old Persian blessing that says, "May you live in interesting times." I believe these will certainly count as interesting times -- with our market uncertainties as well as a dynamic job market, we certainly do live in interesting times. As Project Managers, we may have to start looking at our projects, as well as how we determine success, in a

slightly different light. Instead of just worrying about the triple constraint and the metrics that are going to prove whether the project was viable, we now need to start thinking about how we help our organizations understand the value of Project Management in the context of tight budgets and increasing requirements.

Now more than ever, we need to understand how we can promote ourselves and our profession. With a downturn in the economy, organizations are desperately in need of individuals who can get work done in a timely and efficient manner. We as Project Managers have the framework, as well as the knowledge, to be able

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2008-2009 Program Schedule

Meeting Date	Speaker & Topic	Venue	Satellites
21 Oct 2008 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	Bob Zeh: Suppose We Took Project Staff Utilization Seriously		Marlton Parsippany Fairfield
6 Nov 2008 Thursday: 8:00 to 5:00 Earn 8 PDUs	IPM Day	Somerset Palace	
18 Nov 2008 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	David Wanetick: Leadership Lessons from the World's Most Successful Executives	Westin Governor Morris Inn in Morristown	Marlton
20 Jan 2009 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	Dr. Karen Sobel Lojeski: Uniting the Virtual Workforce	Dolce in Basking Ridge	Marlton Parsippany Fairfield
17 Feb 2009 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	To be announced	Martinsville Inn in Martinsville	Marlton Parsippany Fairfield
17 Mar 2009 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	Jerry Manas	Pines Manor in Edison	Marlton Parsippany Fairfield
21 April 2009 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	Traci Duez: Understanding Thought Processing for More Effective Project Management	Westin Governor Morris Inn in Morristown	Marlton
4 May 2009 Thursday: 8:00 to 5:00 Earn 8 PDUs	Annual Symposium	Pines Manor in Edison	
16 June 2009 Tuesday: 5:30 to 9:00 Earn 1.5 PDUs	Student Project of the Year	Martinsville Inn in Martinsville	Marlton Parsippany Fairfield

SIG / LIG Updates

Career Networking LIG Kicks Off a New Year

The PMI NJ Career Networking LIG [Local Interest Group] got off to a great start with a well attended session in September about other NJ networking groups.

A panel made up of leaders of other groups, Alex Freund, John Hadley and John Sampson described the various types of networking groups that are available to us in NJ – large (1000 members) and small (6 members), open and by-invitation, and arranged around location and around many different industry segments. Most meet regularly, while some only exist online, and the groups expand and contract over time, with new groups being formed to meet particular needs.

All offer opportunities to expand our personal networks and find

contacts in target companies, and some also provide more targeted guidance for job seekers from speakers. The panelists provided handouts with additional information on some of these groups and links lists of groups.

The audience was reminded that while these various networking groups are a great place to start and grow your network, the most critical networking gets done outside of the groups, by spending time one on one with your expanding set of contacts.

The feedback received from our attendees in 2007/2008 stated a need for more open networking meetings and also a need for panel and speaker events. So we are offering, for the 2008/09 year, four open networking sessions and four speaker/panel events.

Sessions are held at 5:30 pm before each month's chapter meeting, and all are welcome. The group aims to provide opportunities for project managers to meet each other, and learn how to effectively network to grow their professional network of contacts, whether in a career transition or to support their professional activities.

We have a fantastic volunteer team that does everything from getting great speakers, greeting you at the door, writing timely articles like the one you are reading, analyzing and tallying your evaluation forms and facilitating open networking sessions. We need more wonderful volunteers to accomplish even more ambitious goals. You will earn PDUs for volunteering. You can reach us at: networkinginfo@pminj.org ▲

Chapter Meeting	Networking Topic
09/16/08 Basking Ridge	Panel: NJ Networking Groups
10/21/08 Edison	Open Networking
11/18/08 Morristown	Speaker: Diane Litchko, on the LinkedIn web based network
01/20/09 Basking Ridge	Speaker: John Sampson
02/17/09 Edison	Open Networking
03/17/09 Martinsville	Speaker: TBD
04/21/09 Morristown	Open Networking
06/16/09 Martinsville	Open Networking

SIG / LIG Updates

About the Consulting SIG

Our mission is to provide professional development to Project Management Consultants by:

- ▶ Building community
- ▶ Sharing knowledge and information
- ▶ Developing skills

Our vision is to be recognized as the global leader in the consulting community by providing an environment for mutually collaboration among consultants to deliver business results.

The Consulting SIG is excited to announce they will be the first large SIG to go through the transi-

tion process from a SIG to a Community of Practice. This will provide members access to even more valuable programs and resources and the long awaited IT platform!

The transition to the Community of Practice format not only provides the delivery of a collaboration technology platform which will afford additional added value to our virtual community of consulting and project management practitioners it also will enable the board to focus on providing even more valuable programs to our membership.

The Board is excited about this transition known as "Project Value" and will be providing membership updates of our progress via a special page on our website. We welcome your questions and input in support of the transition as we work together to provide even more valuable programs and services.

We look forward to providing this additional value to our membership in 2009!

For more information: Andrew Marshall, PMP, Chair.
chair@pmiconsultingsig.com or
www.pmiconsultingsig.org. ▲

PMI Women in Project Management SIG

In case you haven't heard, the global Project Management Institute (PMI) Women in Project Management Special Interest Group (WiPM SIG) is one of PMI's 30 virtual communities, with over 3,000 members worldwide, and it's focus is on providing networking and learning opportunities for women in the project management profession. The SIG's envisioned future is "global recognition of the project management profession will be increased, valued and accepted because of the influence and contribution of women". Chartered since 1995, WiPM has been recognized as one of PMI's outstanding communities, winning the SIG

OF THE YEAR AWARD in 2005 for providing excellent benefit and value to it's membership through its programs and outreach activities.

For more information: Rose Tyler, PMP Chair, PMI Women in Project Management:
chair@wipmsig.org. ▲

Food Drive - IPM Day

Any non-perishable items would be greatly appreciated by our local food banks in these difficult economic times.
Please contribute.













PMI Risk Management Professional (PMI-RMP) Credential Introduced

A credential for project managers who specialize in project risk management is now available through the Project Management Institute. The new credential - the PMI Risk Management Professional (PMI-RMP) credential - was introduced in June.

Pressures to complete projects on accelerated schedules and the call for innovations to stay ahead of the competition are among the reasons why qualified risk management professionals are needed on project management teams. The PMI recognizes the importance and special qualifications needed to be a project risk management professional. The PMI-RMP credential will substantiate the applicant's knowledge, skills and experience in this area.

Project management practitioners interested in applying for and taking the examination should visit pmi.org/risk for more infor-

mation and to download the application.

To qualify for the PMI-RMP examination, applicants must have a bachelor's degree or global equivalent, three to five years of professional work experience, with 3,000 hours of experience in project risk management, along with 30 contact hours of formal education in project risk management. To maintain the credential, risk management professionals will need to acquire 30 PDUs per 3-year cycle in the specialty

area of project risk management.

The PMI Risk Management Professional Credential is the fifth professional credential offered by PMI. The other four are Certified Associate in Project Management (CAPM®), Project Management Professional (PMP®), Program Management Professional (PgMP®) and PMI Scheduling Professional (PMI-SP)SM. The PMP, held by more than 275,000 project managers worldwide, is the only project management credential that is globally transferable. ▲



As part of your New Jersey Chapter's effort to go green, this newsletter is being printed on 30% recycled paper.

Register now for the premiere PMO event of 2008

PMO Symposium 2008

November 9-11, 2008
San Antonio, Texas

Advancing the PMO

Presented by the PMI® Program Management Office SIG

- Over 20 practitioner-oriented educational sessions presented by industry experts
- Best practices for establishing, managing, and growing a PMO
- Case studies, panel discussions, networking and peer knowledge sharing opportunities
- Earn up to 20 PDUs

To view the complete agenda and register visit www.pmosymposium.org
Use discount code PM66 to save 10% on your registration

PMI Day

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Local Interest Groups (LIGs) that provide excellent opportunities to share and learn.

Dr. Martha M. Geaney, President of The Geaney Group, assists international teams to implement leadership and change programs. Her topic, *Authentic Leadership: Where Do We Go From Here?*, will ask thought provoking questions such as:

- ▶ What unique attributes do you bring to your organization?
- ▶ How are you developing your leadership competencies?
- ▶ What are critical leadership behaviors in the global 21st century?

Dr. Geaney assists participants in addressing their leadership approach including the opportunity to assess readiness to be an authentic, transformational project leader.

Bruce S. Schlein, VP of Environmental Affairs at Citi, will speak to the timely topic of Citi Environmental Initiatives.

Mr. Schlein will focus on Citi's environmental and sustainability initiatives and how Citi defines what they call "citizenship" and some call "corporate social responsibility." Citi's approach has been to find those initiatives that can be led and embraced by their businesses and have realized the impact of these initiatives to –

- ▶ reduce risk,
- ▶ reduce expenses,
- ▶ increase revenues,

- ▶ deepen our client relationships or
- ▶ Enhance our reputation – or maybe do all of these things.

The presentation will cover what actions Citi has taken to reduce their own environmental footprint, accomplishments and additional environmental opportunities.

Wendy Blumenstein, founding partner of Momentum Partners, LLC, will present, *Clear Away Barriers that Derail Project Delivery*

Are you always wondering what will make your projects more efficient? Do you question how you can more effectively engage team members, so they understand and are accountable to deliver what is needed?

As a project manager, it is not just your technical capability in the area of project management that is key to your success. It is your talent in engaging team members to deliver the desired results in the allotted timeframe. This core competency determines how successful you are at work, and when misused, it is a major contributor to conflict and inefficiency. It affects how proficiently you and your team produce results, and how effectively you energize others in contributing their part to delivering on the team goals on-time and as expected.

This presentation reveals unseen barriers that derail team members. You will learn how to influence for greater performance and better results.

Steve Hegele, founder and CEO of Hegele Academy will be hosting an engaging afternoon work-

shop, *Energizing Critical Relationships for Project Success*.

Build, grow and develop personal and professional relationships that improve productivity and quality of life! Learn the eight dynamics that enhance energy in all relationships and learn how to identify the eight dynamics that erode and deteriorate our most critical relationships! This workshop provides an introduction on how to create and build the right kind of energy within project teams and situations that will ultimately improve quality, enhance efficiency, build trust, improve loyalty, sales, and lead to better project results and improved bottom line!

Steve Hegele is an expert at helping organizations uncover the critical issues that limit their performance and take actions that lead to measurable improvement. He is the founder and CEO of the Hegele Academy, established in 2004 to help organizations accomplish transformation, organizational change, and execution of knowledge. Prior to the Hegele Academy, Steve's prior work included establishing strategic partnerships for the Palen/Kimball Company, area manager for Norman Associates in St. Paul, District Executive for the Boy Scouts of America, and insurance work for Northwestern Mutual. A graduate of St Cloud State University, Minnesota, Hegele lives his business motto: Knowledge is important, execution is essential!

Visit the NJ Chapter web site, www.pminj.org, click on IPM Seminar, for information on this exciting event. ▲

Marketing Project Mgt

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to deliver this requirement. The problem is that we do not market ourselves well, therefore senior management may truly underestimate the value of Project Management. That lack of understanding may encourage them to think about downsizing or getting non-professionals to get the Project Management work done.

We need to think of ways of promoting ourselves, as well as the Project Management we do, to continue to make sure it is more visible than ever to our managers and their managers and to show them the worth and power of Project Management. In the past, we have done a very poor job of promoting ourselves and the in-

dustry is a well-kept secret. On your projects you need to help your managers understand the value that you bring to the table. You have to help them understand how you solve conflict and that through risk management and mitigation have been able to avoid costly mistakes. We will have to engage in "what if?" thinking, as well as providing empirical data to show how important the Project Management profession is to the successful completion of an organization's strategic goals and objectives in these most turbulent times.

We, as a profession, need to continue to keep our organizations aware of the quality work that we do instead of waiting for the Project Management Institute to explain to senior managers what a

good project manager does. We must do this on a regular basis to all of our organizations. We cannot wait for an outside party to promote Project Management. We need to continue to show both in action and in word, the quality that we bring to the table. We must remind them that the skills and techniques bring a project in on time, on budget, and within the scope is certainly worth keeping us around to make sure that their strategic initiatives actually are accomplished in a lean time.

Camper Bull PMP, Director of PR NJPMI

He is also the host of a new podcast dealing with Project Management leadership. This free resource is available at www.projectleadershippodcast.com ▲

PMINJ 2009-2010 Scholarship Award

The PMINJ Scholarship Award is intended to give back to the individuals who support the Project Management profession and the NJ Chapter of PMI. The award will be earmarked to assist the children of members of the NJ chapter who have aspirations of attending and succeeding in college and is intended to help defray the high costs of continuing one's education beyond high school.

To be eligible a student must be:

- ▶ A son or daughter of a PMINJ member in good standing since 1 January 2009
- ▶ Currently a high school senior with a GPA of 3.0 or higher

- ▶ Accepted to attend a 4-year accredited college or university in pursuit of a bachelor's degree and enrolled as a full-time student
- ▶ Not already on a full scholarship

Selections will be based on the applicants' academic achievements, leadership skills and community service activities, which are all rated equally.

Greater care is to be placed on anonymity during the 2009 selection process.

For the 2009-2010 year, we plan to award scholarships at our June 16, 2009 general membership meeting.

- ▶ **March 1** is the nomination submission deadline
- ▶ **May 15** winners will be notified
- ▶ **June 16** winners will be announced and presented with checks.

Additional volunteers may be needed to assist in the selection of qualified candidates (by 1 February)

The student nominations form will be posted to the PMINJ website in early 2009.

For more information, or to volunteer to assist with application review, contact Patrick Gibbons at d-scholarships@pminj.org. ▲

Jane Banfield: Volunteer of the Quarter

Countless contributions were made by volunteers on the 2007-2008 PMI/NJ Programs team. While everyone worked hard to make these meetings successful, Jane Banfield efforts have been instrumental in the success of the programs.

Besides working with the caterers and the audiovisual contacts, she has also interacted closely with the satellite sites to ensure that the people in these locations are able to hear what is going on at the meetings as well having the ability to ask questions. This has resulted in her visiting the main meeting locations and arriving at the main location the day of the meeting anywhere from mid afternoon to a couple of hours before the start of the meeting. She has spent hours working with the audiovisual contact at the main meeting location adjusting the equipment to improve the sound quality. Due to her patience and attention to detail, the attendees at the satellite locations have had very good experiences. In fact, the contact for the Marlton location sent a note to the Board thanking us for our efforts.

We are pleased to recognize Jane Banfield's as the Volunteer of the Quarter. ▲



M a s t h e a d

Newsletter Advertising Rates & Sizes

Full Page	9.25" x 7.5"	\$400
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Quarter Page	4.5" x 3.75"	\$100
1/8 Page	2.25" x 3.75"	\$60

10% off if four ads are prepaid

PMI NJ is not responsible for the content or quality of any advertisement included in this newsletter. Also, this is not an endorsement of any product, service or establishment included in the newsletter.

Deadlines for 2007 – 2008 issues

Winter	December 1, 2008
Spring	March 1, 2009
Summer	June 1, 2009
Fall	Sept. 1, 2009

Please submit articles in MS Word, RTF, Mac Pages or plain ASCII text. Graphic files should be in **high resolution** JPG, GIF or EPS.

All members are invited to submit articles, meeting reviews or other items of interest for publication.

The newsletter is edited by Connie Nicholson who can be reached at editor@pminj.org.

Congratulations to our new PMPs

Michael R Ahern
 Vincent J Amoroso, Jr.
 Melanie J Avison
 Rupak V Bhatia
 Sheela Bhattacharjee
 Sunil B Bhujbal
 Gary B Binstock
 John Booth, P.E.
 Jack Brown
 Alyson Brownlee
 Gregory M Bubniak
 Cristina Buendia
 Gary R. Buhler
 Kathleen E Byrne
 Mike Carels
 Scott M Christopher
 Maria K Cleveland
 M Kathryn Cook
 Lantz Davenport Cox
 Keyur R Desai
 Craig Eckel, Ph.D.
 Abeer Elahraf
 Valerie L Emperado
 Augusto L Enciso
 Russell Fairfield
 Tracie Few
 Mike Freidel
 Frank Gatta
 Aumkar S Gholap
 Mike Giudice, CAPM
 Frank Gradilone

Lamar Grant
 Bruce R Hammer
 Jane Holdren
 Steven C Hornblow
 Margaret E Huntzinger
 Robert C Hutchinson
 Joseph Ingemi
 Pamela Irving
 Jessica Lisabeth Kaimo
 Sreenivasa M Kandalai
 Catherine Kaseri Ohura
 Nicole Kelly
 Sheeraz Mir Khan
 Aditya Kommaraju
 Gerald M Kramer
 Adam P Levy
 Soo-Yung Lew
 Maria C Lim
 Steven Lubash
 William T Ludwig
 Joseph P Lynch
 Vikram Madhavarao
 John Makar
 Robert B Malcolm
 Paul Manley
 Mary F McHugh
 Carol Ann McMichael
 Arnold L. Merves
 Joanne Metta-Sullivan
 Suhail Mughal
 Shradha Mulani

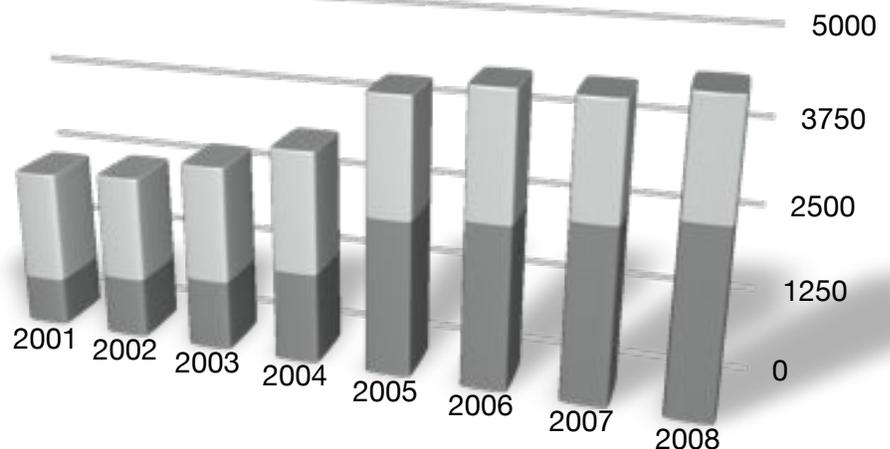
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 John Peter Schreiber
 Kunjan K Shah
 Howard C Sims, P.E.
 Kecia A Smalls
 Staceyann Smith
 Jerome C Stone, Jr.
 Bruce M Sutton
 Kimo S Thomas
 Sonya Thomason
 Karen Tirabassi
 Shaoming Tong
 Iavor Totzev
 Cornelius Williams
 Barbara H Wittreich
 Dawn M Woodard
 Danping D Yang
As of 8/29/2008

Our PgMP certified members are:
 Anthony P Johnson
 David J Koury
 Bhalchandra U Kulkarni
 Beth Ouellette

PMI NJ Membership Growth

Membership as of Sept 2008
 Total members = 4476
 PMPs = 2788 = 62%
 CAPMs = 18
 PgMPs = 4

■ PMPs





c/o Latha Sharma, PMP
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Join the Club...



The PDU Platter

Don't worry about when and how to earn your 60 PDUs when you join Cheetah's 2-PDU of the Month Club. We automatically deliver a class each month, keeping you on track for recertification.

2-PDU of the Month Club

When you join Cheetah's 2-PDU of the Month Club, you receive a monthly e-mail telling you that your new, 2-PDU course is activated and available from your My Cheetah page. Access the course content for six weeks, then simply pass an online quiz with a 70% grade (in three tries) to earn your PDUs. So join our 2-PDU of the Month Club today for \$49 per month (you can cancel at any time) and increase your knowledge, improve your skills, learn about the hot topics in PM each month—and earn 2 PDUs. Your 60 PDUs for recertification delivered—on a silver platter. Register today at www.cheetahlearning.com/landing_2PDU.htm.

For more information about Cheetah's Project Management programs, career counseling or to register for a course, contact Jean Steinmetz at jean.steinmetz@cheetahlearning.com or call (888) 659-2013.


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