

The Lazy Project Manager

Productive Laziness



Thank you for your interest in becoming a Partner in 'The Project from Hell' adventure

I have reached out to a number of potential partners around the world but only one in each geographical area. Should you join me in this project then you would 'own' an agreed area to ensure that you can gain the best return on investment for your upfront commitment.

What we are looking for is a contribution of a £5,000 single payment¹. For this you would receive:

- A Licence to use The Lazy Project Manager brand and workshop material (the book will have the basic material but more detailed trainer guides and collateral would be provided to all partners).
- A 30% discount on customised copies of the book for training partners and corporate customers will also be offered by Infinite Ideas
- In addition a 30% discount on all future Infinite Ideas books, including all 'Lazy' books, is offered
- A 20% discount on engaging Peter Taylor to present at an event that you organise
- A 20% discount on assistance in the first delivery of the workshop – this will be through the UK training partner Dylanmae Limited – if required
- Inclusion in *The Lazy Project Manager and the Project from Hell* book itself - your company details, profile, contact information and region that each partner covers the workshop delivery in
- We would also connect you and the other partners around the world in order for you to work together in the event of engaging with a global customer in multiple areas (i.e. multiple partners delivering the same workshop in their local area)

¹ This assumes the partner operates in only one region/country/state according to the agreement. Multiple regions would be at a higher rate that can be jointly agreed.

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I and my UK training partner, Dylanmae Limited, would provide all necessary support and guidance to get you up and running as soon as you sign up.

A recent example was the delivery of the Project from Hell workshop to a mixed audience of 80 project and non-project managers for a global consumer (healthcare and personal) goods company. The workshop was managed by myself and 2 other colleagues and ran for half a day. Revenue for this event was £5,500 and the feedback was extremely positive with follow on consultancy being currently discussed.

In addition this company purchased copies of The Lazy Project Manager for all workshop attendees and a keynote address from myself. As a partner you could also make money through such 'add ons' by benefiting from the discounts offered.

We honestly believe that you will recover your investment within two workshop deliveries.

You will also be supported by a unique marketing approach:

- The book itself will be free on Amazon worldwide. Based on our experience we expect 100,000 free copies to be downloaded through Kindle in the first 3 months. Imagine all of that 'free' publicity for your company and 'The Project from Hell' workshop that you will offer as a chargeable activity
- Dylanmae and The Lazy Project Manager have pre-prepared marketing collateral that we would share with partners
- Your profile will be on www.thelazyprojectmanager.com – promotion in podcasts, twitter, LinkedIn, blogs etc
- Your profile will be on www.theprojectfromhell.com
- The publication date will be April 2012

As ever if you have questions then please ask me – and if you would like to sign up then I can arrange for the partner agreement to be forwarded to you.

Peter

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The Project from Hell Workshop

Why learn about Project Success and Failure Factors in a dry, traditional manner when instead, you could participate in rescuing the Project from Hell in this exciting interactive and fun workshop?

Compete with your colleagues in bringing this project back from the brink of complete failure and in to the realms of success – from hell to heaven.

The workshop – Part 1

The workshop kicks off with a motivational session by 'The Lazy Project Manager'

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Learn about the art of productive laziness with The Lazy Project Manager; understanding what is meant by the 'productive lazy' approach to Projects (and life) and learn how to apply these lessons 'to be twice as productive and still leave the office early'.

The session will cover the definition of productive laziness, the science behind the theory (yes there really is some), and will share some personal learning experiences that led to the creation of 'The Lazy Project Manager'. In addition the audience will consider the three key project stages, one of which the 'lazy' project manager works very hard in and the second they should be in the comfortable position of enjoying the 'comfy chair' safe in the knowledge that the project is well under control.

A specific focus will be made on the third area, project closure, which can be done so much better with very little effort but with a significant value add for all 'would be' lazy project managers.

The workshop – Part 2

Delegates are then divided into a number of teams whose role it is to analyse a failed project case study and then present back, what went wrong, why it went wrong, and their recommendations for improvements to ensure future success.

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1. Name your team
2. Research the case study
3. Build a rescue plan
4. Present your solution

Delegates will derive real value from the Project from Hell workshops content and materials, as they very much reflect everyday real life scenarios; what can go wrong, mistakes that can be made, loss of control that can be experienced etc. Delegates have to identify these and work out ways in which such events can be more successfully managed in the future. With all events encountered being based on actual events across many projects, the Project from Hell has relevance across any business sector and is very appropriate for mixed project skills within teams. To quote one delegate: *'I'm sure this project from hell is based on Project XXX that we canned last year'*.

Increasingly, senior managers are looking to drive transformation and strategic alignment via project programmes and portfolios and the Project from Hell workshop will advance their understanding of the risks and processes involved. Experienced project professionals will be able to benchmark their performance against the Project from Hell project team in the case study – *have you lapsed into bad ways?* - and line of business personnel will discover the importance of project management good practice irrespective of whether or not their project involvement may just be part time – *what do I need to understand and learn about project management?*

Highly experienced 'learning by doing' facilitation and the workshop learning materials ensure that participants 'take away' a better understanding of project success/fail factors and improvements relevant to their own environment. With the workshop being conducted in teams, participants will experience firsthand the process of team building and team performance and in consequence the relevance of 'soft' or interpersonal skills.

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Aims

The aim is a challenging but enjoyable environment with lessons learnt staying in the mind because of the practical and experiential nature of the learning environment. Prizes can provide a competitive edge.

The amount of time available is tightly controlled to generate the stresses and strains of real world projects and team working. Soon, this is no longer a case study but a living breathing project that must be saved, by a deadline that is rapidly approaching and cannot be missed.

Welcome to your real project world!

Agenda

Time	Topic
9:00 - 10:00	Introduction Get to know each other workshop Coffee
10:00 - 11:00	'The Art of Productive Laziness' with Peter Taylor A presentation on the science, the art and the focus of productive laziness that forms the foundation for the book and the course
11:00 - 11:30	Coffee
11:30 - 12:30	What makes a project from 'Hell'? Team workshop to understand common issues with difficult and challenging projects
12:30 - 13:30	Lunch
13:30 - 13:45	Introduction to the 'Project from Hell'
13:45 - 16:00	Break in to teams and begin to save 'The Project from Hell'
16:00 - 17:00	How we saved 'The Project from Hell' team presentations, awards and lessons learned Close

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Better project managers

The Lazy Project Manager book is all about working smarter and not harder and is built on 26 years of real project experience (good and bad) and guides the reader with top tips for being more productive along with real stories of hard learning experiences.

The book is an international best seller and now The Lazy Project Manager has developed a project management course to further aid would-be 'lazy' project managers. Whether you are already a fan or you are a newcomer to productive laziness this course will help you be a better project manager.



Peter Taylor (The Lazy Project Manager)

Peter is a dynamic and commercially astute professional who has achieved notable success in Project Management.

His background is in project management across three major business areas over the last 26 years, MRP/ERP systems with various software houses and culminating in his current role with Infor, Business Intelligence (BI) with Cognos, and product lifecycle management (PLM) with Siemens. He has spent the last 7 years leading PMOs and developing project managers and is now focusing on project based services development with Infor.

He is also an accomplished communicator and leader and is a professional speaker as well as the author of '**The Lazy Project Manager**' (Infinite Ideas) and '**Leading Successful PMOs**' (Gower) and '**The Lazy Winner**' (Infinite Ideas).

More information can be found at www.thelazyprojectmanager.com – and through his free podcasts in iTunes.

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