

**University of Texas at Dallas**  
**Project Management Symposium – August 13-14, 2009**  
**Abstract Submission**

**Presenter**     Tom Sheives  
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**I. Selected Area of Focus**

New Ideas and Emerging Trends  
Project Management Tools and Techniques

**II. Presentation Title**

Opportunity Unstuck: Create Your Right Time, Right Place, Right Opportunity

**III. Presentation Description**

When was the last time you were at the right time, at the right place, for the right opportunity? Have you ever been there? Projects don't succeed by just "happenstance" – they require planning and outstanding execution. Career opportunities aren't "happenstance" either.

This paper will help you explore four important principles that will enable you to take hold of your career or business for you to create your right time, right place, and the right opportunity.

The four important principles for you to get your right opportunity are not rocket science principles but great common sense principles that many professionals do not connect or do not implement. These principles are: 1) Be a recognized expert, 2) Get emotionally engaged 3) Help others, and 4) Be an effective Team Member. These four principles are presented from the perspective of a project manager, program manager, or team member.

If you are not always getting the "best" projects or even the "best" people on your project, this session is for you. What was the situation that surrounded What did we do during planning and execution to get emotionally engaged, help others, and be an effective team member? How do these four principles ensure even more opportunities? Can I change my thinking from "luck" to "cause and effect"?

**IV. Presentation Outline**

1. **Opportunity Unstuck and The Planet Mars**
2. **Be The Recognized Expert**
3. **Get Emotionally Engaged**
4. **Help Others**
5. **Be an Effective Team Member**
6. **Cycles of Opportunity in Projects**

**V. Event Guide Description**

When was the last time you were at the right time, the right place, for the right opportunity? Projects don't succeed by "happenstance". Getting the "right" project isn't just "happenstance". Four principles in developing cycles of opportunity are described. Applications of these principles with real world examples are presented and discussed.

## VI. Learning Objectives

When the session is completed, the attendee will be able to

- 1) State and apply the four key principles that are critical for a project manager to continually get the "right opportunity" projects
- 2) State the difference between being an expert and the recognized expert and how to achieve recognition
- 3) State and apply two supporting principles on how to get emotionally engaged in your project and with your team
- 4) State and apply at least two ways to help others achieve what they want
- 5) Understand the importance of being an effective Team Member not just for the team they lead but the team they are on
- 6) Relate to and state real life applications and stories obtained from delivering the professional development program used in the presenters experience and others
- 7) Determine their next steps to get their own right opportunity projects

## VII. Presentation Format

Lecture

## VIII. Audience Level

General

## IX. Biography



Tom Sheives PhD, PMP

Tom is President, Project Consultant and Coach with his company Better Project Results, Inc. Tom has recently taught for the University of Texas at Dallas where he delivered 52 days of project management training to over 150 executives and project managers with the Panama Canal Authority as they prepare for the new \$5.25 Billion Canal Expansion Program. Tom's new book entitled "Opportunity Unstuck" is due to be released March 2009.

Tom has coached, mentored and trained project teams from companies such as Texas Instruments, Lockheed Martin, and Microsoft. He helps companies develop a solid methodology in project management. Tom has written and delivered training for PMP® certification, PM Fundamentals, Requirements Development, Leadership and Teaming.

As a graduate of Coach University, he is also trained to deliver project team assessments, several 360° assessments, the Winslow Personality Assessment, and the Personal Coaching Styles Inventory.