

Quality  
Results  
since  
1978

*We help you  
choose and achieve  
the necessary project results to:*

**Bring prosperity to your customers.**

**Ensure organizational learning, energy,  
competence, and quality.**

**Align strategy, tactics, and operations to  
achieve excellent results.**

**Integrate systems, resources, and processes  
for consistency of results.**

**Nurture innovation and perpetual  
improvement.**

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*PETERS & company has over two decades  
of service in projects: management,  
consulting, training, and systems  
development. The US Army Corps of  
Engineers, City of San Diego and Ford  
Motor Company adopted our  
ProjectMAN® simulations.*

*Clients include Huber Engineered  
Materials, B.A.A.-Indianapolis,  
International Paper Company, Thomson  
Consumer Electronics, Conesco, Inc.,  
Mead Corporation, Revenue Canada,  
Clear Channel Entertainment, FedEx  
Logistics, Murat Center, Inc., Tenth Pan-  
American Games, and the International  
Special Olympics.*

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**ProjectLEADER®**

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ProjectLEADER® Training ✦ ProjectMAGIC® Consulting ✦ ProjectMAN® Simulations

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**ProjectMAGIC®**

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Find the magic for delivering results on time!

**ProjectLEADER®**

# ProjectMAGIC®

*PETERS & company ensures the successful completion of projects with the expected results, within scope, through timely performance.*

Completing projects can be a joyful experience. Tangible, measurable, visible results flow quickly to the project customers. Projects can also last forever, never reaching completion. Starving projects of resources, time, or money slows progress, increases conflict, and physically injures the people on the team. Sometimes projects are flooded with people and money causing waste, distorted values and inefficiencies.

Project management methods and tools improve success. This management, this magic, ensures adequate and timely flow of resources, time and money. Waste, inefficiency, destructive attitudes are reduced. Predictably, creditability become the passwords for the team.

We help project owners, managers, contractors and workers find the *magic* of effectiveness and efficiency. They choose and achieve excellence. Together, we improve project results, project processes, project management, and the business of delivering projects.

At times, we take responsibility for the project. We know the thin line between success and defeat.

Reflect on your needs for ensuring delivery of projects and products. Ask for our approach to your specific challenge for producing timely results.

**Plan-to-Plan® Projects!** – The key to project success! Plan requirements at each level: strategic, tactical, operational, task and technology. Identify the issues: assumptions, definitions, information, opportunity, risks, imperatives, decisions, resolution, results, scope, and performance. Plan a work breakdown structure for the actual plan. Produce the Plan-to-Plan® for your actual project. The key contributor to project success is planning. The plan-for-planning significantly improves project success.

**Partnering Project Teams** – Ensure that the entire team is focused on completing the project in an extraordinary fashion: in quality, in results, in cost, in time. Build commitment, cooperation, and communication for project excellence!

**Searchlight Scheduling<sup>SM</sup>** – Identify and eliminate the causes of weekly completion failures. Without action, the same obstacles, the same problems, the same failures will remain embedded in future performance.

**Project Oversight** – project surveillance. As owner's agents or as auditors, we will monitor the project. We evaluate results, scope, and performance of actual progress against the metrics of time, cost, and quality of the plan.

**Project Management** – We deliver required results on time, within budget.

**Project Management Consulting** – We document and improve projects, project processes, and project management.

**The Project Audit** – Evaluate scope, performance, result – where is the project and when will it complete? Reduce the risk, increase the probability of success, ensure completion, find the land mines, and flush out surprises by careful deliberate assessment.

**Mediation** – Resolve problems early before they take a life of their own. Mediated solutions leave the parties in control of the answer. Breech obstacles by creating multiple possible solutions. The resolution is rapid, timely, and beneficial to the project. The relationship is preserved and even enhanced.

**The ProjectLEADER® Challenge** – On your marks, get set, go – evaluate project team readiness! Test the team, processes, and readiness for a vital project. We developed the project assessment model during the Tenth Pan American Games to prepare teams of volunteers to operate multiple venues. Test your teams by simulating the real project and real processes.

**Perpetual Project Quality Improvement<sup>SM</sup>** – Nine implementing strategies. Build quality into projects, into project processes, and into project management – forever and ever. ❶ Use micro-audits to improve one finished result, one method, one tool, or one trade. ❷ Measure and improve one management process. ❸ Learn from lost time – eliminate the holes. ❹ Change quality – values, beliefs, and behavior. ❺ Survey project teams and improve identified opportunities. ❻ Define and build the best processes. ❼ Find and install the best practices – benchmark. ❽ Audit twelve Core Competencies and improve. ❾ Define, specify and achieve a World Class Project System. In each strategy, apply the fourteen principles of quality management to the unique world of one-of-a-kind, time-accelerated, resource-limited projects.

**ProjectLEADER® Learning** – Workshops for learning-to-lead projects. Learn Project Leadership by executing projects – lots of projects. Compress years of on-the-job-learning into days of experiential learning. ProjectMAN® simulations accelerate learning through targeted rapid simulations. Participants become fully immersed in simulated projects and in project learning exercises. Learn planning, scheduling, estimating, negotiating, leadership, and mentoring for projects and project teams. Use these tools to ensure project success. Project tools developed from twenty-five years of professional project consulting.

