

# Industry Exploration

The Inside Scoop on What It's Like to PM

**Project Management Institute**

**Central Massachusetts Chapter**

**July 14, 2009**

**Facilitator: Maya Townsend, Partnering Resources**

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# About the Presenter

- Founder of management consulting firm Partnering Resources.
- Specializes in identifying the hidden web of relationships that drive organization performance and helping leaders reach across the “white spaces” to develop solutions that stick.
- Client list includes Alcatel-Lucent, eCopy, eTeck, Fidelity, Financial Profiles, Hanover Insurance Group, Momenta Pharmaceutical, and Novartis, as well as a variety of public and third sector companies such as Andover / Phillips Academy, Close to Home, National Air and Space Administration, and Project Harmony.
- Teaches leadership, strategy, and alignment at Northeastern University and Boston University Corporate Education Center.
- Published by *CIO.Com*, *Mass High Tech*, *Chief Learning Officer*, and other magazines and journals.
- Serves on the Editorial Review Board for *OD Practitioner*, the premier organization development practitioner journal in the United States.



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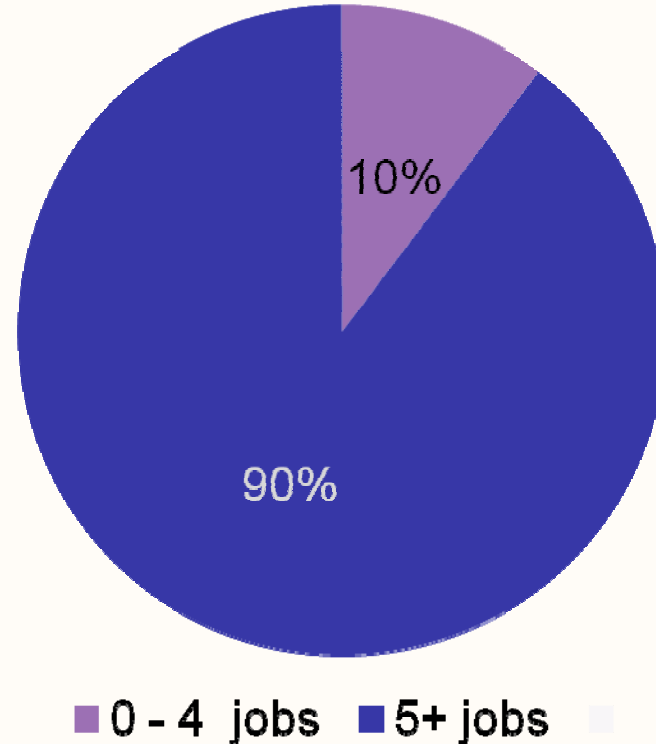
# Agenda

- Welcome
- 20 Questions
- Industry Exploration
  - Round 1: 15 minutes at the table of your choice
  - Round 2: 15 minutes at a second table
  - Round 3: 15 minutes at a final table
- Debrief & Lessons Learned
- Next Steps

# Job Changing is the Norm

- **10%** of people: < 5 jobs
- **40%** of people: 11+ jobs

**Number Jobs Held  
Between Ages 18 - 36**



# Jobs Depend on Social Capital

## Human Capital

What you know



## Social Capital

Who you know



# People with High Social Capital

- Find better jobs more quickly
- Are more likely to be promoted early
- Receive larger bonuses
- Enhance the performance of their teams
- Help their teams reach their goals more rapidly
- Perform better as PMs
- Help teams generate more creative solutions
- Coordinate projects more effectively
- Receive higher performance evaluations



# Industry Exploration

- Three rounds of 15 minutes each
- You can:
  - Stay at the same table for 45 minutes
  - Go to one table each round
  - Join a table as an industry SME
- Rules of engagement:
  - Whoever comes are the right people
  - Take responsibility for your experience
  - Share the space



# The Industries

1. Pharmaceutical
2. Healthcare
3. Retail
4. Defense
5. High Tech / Manufacturing
6. Consulting
7. Utilities
8. Insurance
9. Financial Services
10. Education
11. Construction

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