



MARCH 2016 NEWSLETTER

Providing you with the knowledge and resources to take your project management capability to the next level.



In This Issue

Article - Advanced Techniques in Stakeholder Management

Blog - Agile Contracts

News

Community Engagement

Social Media Spotlight

Project Management Fun Corner

Featured Product - Essential Gear for Project Managers

Featured Training - PMP® Exam Prep Course

Project Management Quote

"People with goals succeed because they know where they are going."

- Earl Nightingale

CEO Message

In last month's newsletter, we provided an overview of advanced techniques for technical skills. From this month onward, we'll pick one skill and discuss the techniques to build that skill, starting with stakeholder management. This month's featured article focuses on how to advance the skill of stakeholder management beyond the basics using a technique called Net Promoter Score (NPS).



NK Shrivastava, CEO

This month's featured blog post provides ideas to develop contracts for agile projects. Dealing with flexible scope is the key component for successful agile contracts. This blog post outlines various options to build scope flexibility in agile contracts without needing formal change requests.

I encourage you to look at our [training calendar](#) for our public courses coming up in Springfield, Kansas City, St. Louis, Atlanta, and online. Enjoy reading all the other sections in this issue, and don't forget to join our next [FREE webinar](#) on "Advance Stakeholder Management Techniques" on April 06, at 12:00pm CT.

Advanced Techniques in Stakeholder Management

Effective stakeholder management is crucial to project success because it helps project managers engage their stakeholders for mutual success and prevents them from becoming barriers. Many project managers already build stakeholder registers and categorize stakeholders by interest and influence. However, project managers can do more to get the most out of stakeholder management. In this article, advanced stakeholder management techniques are described. Project managers can leverage these techniques to enhance their stakeholder management, giving them more tools to turn their stakeholders into partners in project success. | [Read More](#)



Agile Contracts

An agile project is likely to look drastically different as compared to a waterfall project. As a result, the contract for an agile project needs to be constructed with mutual understanding of these differences between customers and organizations practicing agile. Acknowledging the unique project environment in the agile contract will allow both sides to better support their agile projects. In this post, we describe key features agile contracts need to have and describe a few examples of contracts. |

[Read More](#)



RefineM Sponsors PMI® Region 6 Conference 2016

On February 26-28, 2016 RefineM sponsored the annual Project Management Institute (PMI®) Region 6 Conference, which was held in New Orleans, Louisiana. At this conference, chapter leaders from 26 PMI chapters throughout the states of Arkansas, Colorado, Kansas, Louisiana, Mississippi, Missouri, Oklahoma, and Texas were present. These chapter leaders were able to learn more about their various leadership roles within their respective chapters. As a sponsor of this event, RefineM showed its continued support of PMI chapters and the importance that PMI chapters play in the field of project management. |

[Read More](#)

Community Engagement

On Friday March 11, RefineM sponsored the monthly [Ozark Regional Agile User Group](#) meeting by providing the venue and lunch. This local community group has only met twice, and we are excited to see it grow. On Monday March 14, RefineM attended the [PMI KC Mid America Chapter](#) dinner as a sponsor. We are grateful to be a part of this chapter.



Social Media Spotlight

Earlier this month on March 2, we delivered our webinar Advanced Techniques in Project Management-Technical Skills. If you missed it, you can watch the full recording on our YouTube channel.



Stakeholder Management Jumble

Instructions: Using the clues provided, unscramble each of the six words below and write the letters in order in the corresponding spaces. The highlighted letters can be rearranged to spell the solution to the puzzle.

1. Net Promoter . . .	RECSO	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. Un____ of the project	WRAEA	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. Stakeholder's job role, or . . .	LTJET	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. One way to reach a stakeholder	ENOPH	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
5. ____/Interest Grid	OWREP	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. Communication method	ALIME	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



A stakeholder with high power and positive interest is a:

Essential Gear for Project Managers



[Essential Gear for Project Managers Level 1](#) is a toolkit for Project Managers and start-up PMOs. It includes only the eight indispensable PM processes needed to successfully execute your project. The kit includes intuitive templates stripped down to the bare essentials as well as a handbook that describes best practices and pitfalls.

[more info](#)

PMP® Exam Prep Course*

If you are seeking your Project Management Professional (PMP)® certification and you want a focused, hard-hitting prep course, this class is for you. RefineM's PMP® exam prep course not only covers the full *Guide to the Project Management Body of Knowledge (PMBOK® Guide) Fifth Edition*, it incorporates real-life examples from project experience as well as practice tests. You will learn the most critical parts of each knowledge area, understand where your own knowledge gaps lie, and receive the individual attention you need to close these gaps. You will also receive PMP® exam test-taking tips and tricks to improve your confidence heading into your test day.

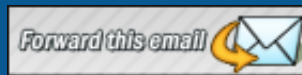
When: May 9-12, 8:30am-4:30pm
Where: Springfield, MO
Earn: 35 PDUs/Contact Hours
Cost: \$2,250 (Earlybird: \$1,795, ends 3 weeks before course start)

more info

*This course is guaranteed to run.

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