



NINE COMPETENCIES

YOUR PROJECT MANAGER NEEDS TO SUCCEED

Initiatives can be hugely complex, comprised of thousands of cross-functional activities to be executed under impossibly tight timeframes, with large budgets at stake. The scene is set for errors, delays, and cost overruns.

A skilled project manager is critical to success. An experienced project manager knows how to lead the creation of an effective project strategy, build an airtight project plan, and drive daily activities while problem-solving along the way. So what should you look for in a project manager? We've identified 9 critical core competencies that we believe to be imperative to the success of a project manager, and in turn, the successful execution of your complex initiatives.



EXECUTION

- Drives scope development and management
- Develops and manages project budgets, schedules, and timelines
- Employs strong organizational skills
- Incorporates time management principles into the work flow
- Integrates ongoing risk management trade-offs



DECISION MAKING

- Collects and structures the available data impacting the project
- Makes timely decisions based on facts, circumstances, and needs
- Conducts scenario analysis



COMMUNICATIONS

- Conveys information to all key stakeholders in both written and verbal formats
- Determines and utilizes the appropriate communication channels
- Infers meaningful insights from a collection of data
- Employs active listening
- Prepares and delivers presentations



STRATEGY DEVELOPMENT

- Understands the impact of a project directly to and across various functions
- Understands the impact of a project to the overall business
- Integrates business goals into the project scope and deliverables
- Develops metrics to track progress towards goals
- Understands project and organizational dependencies



TEAM MANAGEMENT

- Motivates and inspires the team
- Leads by example
- Manages and resolves conflict
- Builds relationships within and outside the team
- Delegates appropriately
- Demonstrates team organization and governance



BUSINESS ACUMEN

- Understands industry trends and their impact on business
- Responds to market and business changes that affect the project and business
- Monitors competition and its impact on the project and business



TECHNICAL COMPETENCE

- Understands and integrates appropriate project management tools and processes
- Applies/obtains the necessary requisite subject matter expertise (SME)



CRITICAL THINKING

- Determines the validity of project progress
- Applies ongoing analysis to the project
- Maintains project objectivity
- Integrates the project with cross-functional objectives



LEADERSHIP

- Takes initiative
- Effects change and monitors progress
- Mentors team members
- Responds in a politically astute manner

ABOUT IPM

Integrated Project Management Company, Inc. (IPM) is a leading project consulting firm that advises on and executes companies' complex initiatives. IPM applies the discipline of project management to Life Sciences, Industrial, Consumer Products (including CPG) and Healthcare industries. Through careful planning and rigorous execution, IPM helps clients meet their goals and sustain them – efficiently, cost-effectively, and often ahead of schedule.

