



Top Ten Reasons Projects Fail and the Top Ten Ways to Help Them Succeed

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What is a Project?

- A temporary endeavor
- Designed to produce a unique product, service, or result
- Distinguished from operations
- Can vary in size

According to an article in the PM Network (Thomas et al., January 2001), 30% of organizational projects are cancelled in midstream.

The Importance of Project Management

- Increasing importance of projects in driving organizational change and strategic positioning
- Need to reduce project costs and increase project success
- Failure of projects to deliver on time, on budget, agreed on scope

According to the Standish Group, 34% of projects can be expected to be completed on time and on budget.

The Importance of Good Project Management in Tough Times

- The need to conserve resources
- The need to coordinate organizational efforts
- The need to eliminate project failure
- The need to limit staff burnout
- The need to serve more clients better
- Competitive edge

*The average cost over-run is 43% of the project budget.
(Standish Group, 2003)*

Top Ten Reasons Projects Fail

- Poorly designed metrics
- Undefined roles/responsibilities
- Failure to integrate projects goals and operations
- Scope creep
- Poor or non-existent risk management
- Poor communication
- Lack of appropriate skills
- Non-standard Project Management processes
- Lack of prioritization
- Organizational constraints

People Issues

- **Poor team communication**
- **Lack of appropriate skills**
- **Organizational constraints**
- **Undefined roles and responsibilities**

Process Issues

- Failure to integrate project goals and operational strategy
- Scope creep
- Poor risk management
- Lack of prioritization

Tool Issues

- **Non-standard Project Management processes**
- **Poorly designed metrics and tracking mechanisms**

Top Ten Ways to Help Your Projects Succeed

- Skills development
- Standardize process
- Organizational alignment
- Appropriate use of tools
- Recognition of Project Management skill domains
- Building a Community of Practice
- Creating a flexible and scalable PM framework
- Continuous improvement
- Establish a Project “Scorecard”
- Standardize selection and prioritization of projects

People Solutions

- **Skill Development**
- **Organizational Alignment**
- **Recognition of Project Management skill domains**
- **Building a Community of Practice**

Process Solutions

- **Standardize PM processes**
- **Standardize project selection and prioritization**
- **Implement continuous improvement practices**

Tool Solutions

- **Appropriate use of tools**
- **Establish a Project “Scorecard”**
- **Creating a flexible and scalable PM framework**

“Selling” Project Management Within Your Organization

- Align PM with organizational goals
- Use terminology and language that executives use
- Find a PM champion
- Publicize successes and link them to organizational goals
- Use metrics that provide solid evidence of PM benefits
- Ensure that PM staff are highly knowledgeable and credible
- Be politically savvy
- Maintain and foster a network of satisfied PM customers

Babbage Simmel Project Management

- Education
- Mentoring/ Consulting
- Maturity and Skills Assessment

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