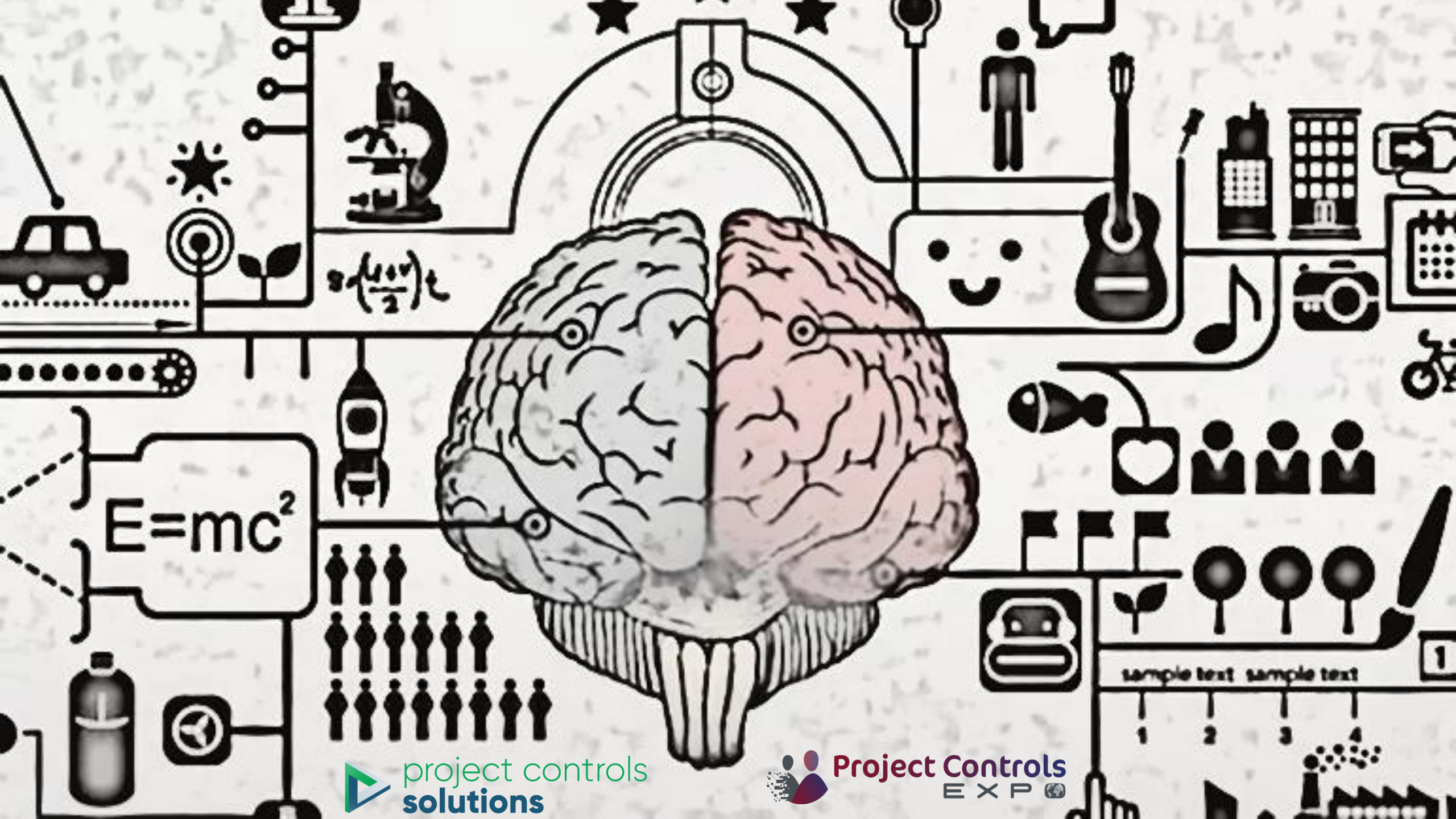


Leading From the Side

Exerting Influence Across an Organization



Introduction







Milestone





 project controls
solutions

Project Completion

 Project Controls
EXP 

Project Controls



Invest in Relationships; Make it Personal

Get in the Trenches; Know the Battlefield





Know the Stakeholders; Up and Down

Check Your Ego; You Can't Know Everything

Clearly Define Professional Success

Share the Credit AND the Blame

Pick Your Battles; Never Forget Your Goals

Pitfalls to Consider

*Management is doing things right;
leadership is doing the right things.*

Peter Drucker

Wrap Up

- Invest in relations.
- Get in the trenches
- Know the stakeholders, especially those at the ground level earning value
- Keep your ego in check
- Be invested in the success of the project, not just the project control portion
- Share the credit and share the blame.
- Never let perfect be the enemy of good enough

QUESTIONS