



Comparison of Project Manager and Contract Manager

Presentation to PMI/NAC and NCMA

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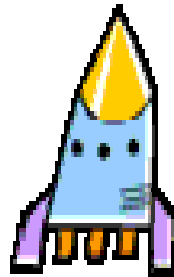
Comparison of Project Manager and Contract Manager

- What is a Manager?



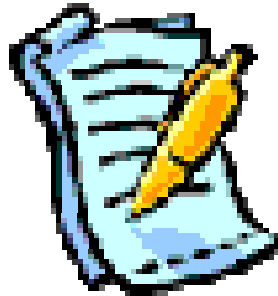
Comparison of Project Manager and Contract Manager

- What is a project?



Comparison of Project Manager and Contract Manager

- What is a contract?



Comparison of Project Manager and Contract Manager

- What is source of authority for
 - Project Manager
 - Contract Manager



Comparison of Project Manager and Contract Manager

- What is motivation for
 - Project Manager?
 - Contract Manager?





Comparison of Project Manager and Contract Manager

- What is difference between qualifications for
 - PM
 - Education and Training
 - Experience
 - Temperament
 - Ethics
 - Legal Liability
 - CM
 - Education and Training
 - Experience
 - Temperament
 - Ethics
 - Legal Liability



What is Quality?

- What is PM definition of a “Quality Project”?
- What is CM definition of a “Quality Contract”



Comparison of Project Manager and Contract Manager

- Should Project Manager have Contract Authority?
- Should Contract Manager have Project Authority?
- What about resources and responsibility?



How can these two work together?

- Most organizations that are sufficiently large to have some degree of labor specialization are set up either
 - Functionality
 - PM and CM are different functions
 - Matrix
 - PM draws support from matrixed functional organizations of which CM is one
 - Strong PM and Weak PM

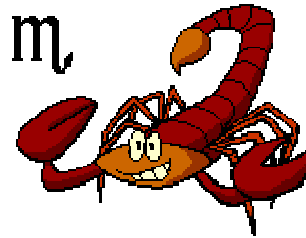


How can these two work together?

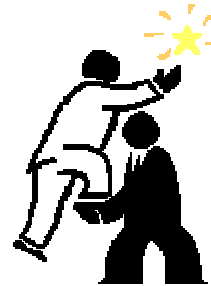
- The function of the “organization” is to provide for the legitimate transfer of power, authority, responsibility and resources.

How can these two work together?

- Have you put two scorpions in a box?



- Or have you harnessed two sources of power?





How can these two work together?

- Things that help
 - Timely Communication
 - Co-location
 - Trust
 - Shared rewards for same reasons
 - Team-building
 - Common or overlapping training
 - JET/DI at SMDC



How they help— Timely Communication

- Both PM and CM have plans
 - Are they coordinated? How? Who?
 - How are plan changes coordinated?
- Things that help
 - Co-location
 - Electronic communication
 - Attendance and participation in planning, status and decision processes



How they help— Co-location

- Key decision makers should be co-located to
 - Have access to common information
 - Participate in decision making with easy input from others



How they help--- Trust

- PM and CM must trust each other
 - Building trust comes from shared objectives and shared experiences
 - Maintaining trust comes from shared successes



How they help—

Shared Rewards for Similar Reasons

- CM and PM may have different motivations
 - Reward and Incentive structure should be based on common goals and objectives
 - Rewards and Incentives need to be public



How they help— Teambuilding

- Teams are sub organizations that share
 - Goals
 - Attitudes
 - Work
- Teams can be built and managed
 - JED/TI
 - Common training
 - Especially in process flow and improvement.