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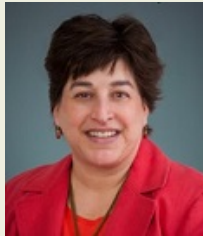
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Latest News

Consultant of the Quarter Award

Desai is proud to announce the Consultant of the Quarter for 2Q16. This individual is a recent member of the Desai team, who has demonstrated hard work, flexibility, and support for their customer. For 3Q, we're proud to announce that this honor goes to **Sue Cook, PMP®**.



Sue is a deeply-experienced project manager, who joined the Desai team to take on a challenging project, with great results and enthusiastic feedback. Her leadership qualities quickly established customer confidence and helped bring structure to a complex environment.

Desai would like to thank Sue for her contributions, and we look forward to continued great utilization of her skills as a member of the Desai team.

From the Corner Office

Welcome!

Once more, the seasons and their change remind us that everything around us is in constant motion. I'd encourage us all to both enjoy and learn from this chaos. Schools starting up again remind us how important it is to plan family time and events, and renew our focus on work-life balance. It's never easy, but the rewards are priceless.



This quarter, I'd like to introduce a new item to our newsletter, called "Viewpoint". Periodically I plan to share some life experiences and thoughts that many of you may find interesting. I begin with the article "Problem-Solving for Life", below. I encourage you to read and provide feedback as appropriate. And speaking of reading, I'd like to announce the addition of blogging facilities on our desaimgmt.com web site. Simply click on 'Blog' at top right on the home page, and dive right in to read and comment. We think you'll find value in what we share.

In closing, I would always like to thank [our customers](#), who we strive to bring ever greater value to, helping solve problems and pursue new opportunities. In addition, thanks are due to [our consultants](#), who work daily in the trenches on behalf of our customers, and whose individual results are the reason for our success. Please [contact us](#) for more information on how we can help address your business needs. Thank you for your continued support of Desai, and for making us a trusted partner in your business success.

Now, Let's get to work!

Vijay Desai, Managing Partner

Viewpoint - Problem Solving for Life

In our journey through life, we encounter many different challenges - financial, relational, educational, social, etc. - and each time a new one comes along we are inclined to "start from scratch", often overlooking past experiences, and certainly not thinking much about problem-solving methods. I've found that even if I am alone in attacking a problem, it's best to have a short, routine conversation with myself, that helps place almost any problem within a framework for solving.

Instruction

PMI - PMP Boot Camp

Our next 3-Day PMP Certification Test Prep Boot Camp will be held on November 9-11th, 2016, at the Best Western Conference Center in South Burlington, VT. This will be our last Boot Camp for 2016, so don't miss out. [Visit us here](#) for more details.

Appreciative Project Management (APM)

Course

Desai and Champlain College have partnered to introduce a course that blends the qualities of Appreciative Inquiry (AI) with the rigor of Project Management (PM). The first course is targeted for January 9-13, 2017, at Champlain College in Burlington. Click [here](#) for more details on the course content.

PMI - Agile (ACP) Boot Camp UPDATE

Desai is proud to announce a new Boot Camp, for the PMI - Agile Certified Practitioner (ACP). *Please note that the dates for this class have changed, to January 19 & 20, 2017*, at the Best Western Conference Center in South Burlington, VT. Click [here](#) to find out more about the course.

PMI Champlain Valley Monthly Dinner Meetings



Desai is a proud co-sponsor of the monthly dinner meetings held by the [Champlain Valley chapter of the PMI](#). The next dinner meeting will be on October 19th, at the Doubletree Hotel in South Burlington.

Over the years, and through a wide variety of life situations and locations (e.g. India, Canada, U.S.A.), it has become clear to me that having an organized approach to solving problems has great benefit, whether it by my own problem or that of others. Here's a few examples of that conversation with myself:



- What exactly is the problem I'm trying to solve? Why?
- If it involves someone else, have I listened carefully enough to their description to ensure I understand, and am solving the right thing(s)?
- Have I taken all the right steps to make sure I'm not just mindlessly promoting a solution in search of a problem?
- Do I understand the metrics of success in solving this problem - how will I know when I am finished?

For a great illustration of the value of this approach and these questions, I encourage you to watch [this video of Bunker Roy, the head of the Barefoot College in India](#). You will quickly see these concepts and others in action, with incredible results. Using this or any outline, there is one other thing to know - we can learn equally from success and failure in problem-solving. The consequences are different, but learning is a cumulative process, so next time you face this or a similar problem, some measure of repeatability can be the difference between success and failure. Whenever I fail at a problem, I immediately diagnose my errors, and file them away to prevent later duplication.

And so what's the point of this story? There are two:

1. first, never try to solve a problem that you don't yet understand - get to know those involved, understand their need, and then proceed;
2. second, don't go searching for some fancy solution to your problem elsewhere- most often the solution can be found within, bringing pride, success and immediacy to meet peoples' needs.

Sometimes the greatest problems are solved with simplicity by those closest to them, regardless of their capabilities and experience. They just need a helping hand.

Business Solutions

Your Strategy - A Plan, An Implementation, Or Both?

Many organizations fail to invest in developing a Strategic Plan. At the business level, this can result in a lack of preparedness for fundamental changes, losing valuable lead time and ability to combat them when they occur. What is equally important is the impact on Programs and Projects when a strategy is missing or ill-defined. The art and science of Strategy Planning has evolved in

iiBA Chapter Meeting



Desai staff member Jim Whitney recently joined IBM colleague Dan Wetzel to present at the local IIBA chapter meeting for September. Their topic was "Hey! That's My Job! Where BA and PM Duties Overlap. And How to Manage Them for Productive Partnerships."

Teaching at CCV



Desai staff member Jim Whitney is teaching "Project Management Introduction" for the fall 2016 semester at Community College of Vermont (CCV)

Teaching at Middlebury College



Middlebury College

Desai managing partner Vijay Desai will be teaching the Project Management track in an undergraduate Economics course at Middlebury College, starting in October. [Click here](#) for more info on the course.

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recent years to an understanding that a strategy plan is worthless without a corresponding strategy implementation - the coordinated set of Programs and Projects structured to enact the elements of the Strategic Plan.

While individual projects may survive as islands, the enterprise risks great impacts in cost, time, risk and coordination if they fail to produce a strategy plan, and use it as the basis for investments in Programs and Projects. Deriving an implementation plan from a strategic plan leaves the business postured for success because:

- Focus is placed on the important things. Resources (time, talent, money) are properly allocated to those activities that provide the most benefit;
- Staff recognize the impact the changing business environment is having on the company and affect the needed changes in direction;
- Executives and staff develop a frame of reference for budgets and short-range operating plans;
- All teams have one context for decision-making, priority-setting, and overall direction, effectively "building in" a heightened degree of team integration into projects.

Tying this to program and project management disciplines helps reinforce the value of PMP constructs such as the Charter, where business strategy crosses the boundaries to execution. Inputs grounded in a strategic plan will help provide an accurate context and prioritization for business investments. Programs and projects chosen in this manner, and implemented with project management disciplines help ensure long-term business success, and lays a foundation for strategic portfolio management for all investments. You can read more about an approach to Strategy Planning and Execution [here](#). Please [contact us](#) if you'd like to learn more about the strategy planning and implementation processes.

Around the Community

Athletics

Desai staff member Kathy Purdy recently participated in the BIG George Triathlon competition, held at Lake George, NY. It consisted of a 1.2 mile swim, 56 mile bike ride, and 13.1 mile run. Thanks Kathy for the athletic inspiration!



Technology for Tomorrow (T4T) News

Please take a moment to look at all that's going on with our 501(c)(3) nonprofit partner, [Technology for Tomorrow \(T4T\)](#). They continue to scale up their work bringing technology education to senior

citizens, adding more partnerships, volunteer schools and more destinations for helping in the community. In addition they are broadening their volunteers to include college students and professionals. New audiences for education include refugee and new American communities, those with memory impairments, and disadvantaged youths.



Technology For Tomorrow
Empowering Youth to Connect Communities

Walk for Alzheimer's

More than a thousand people dressed in purple and marched through the Shelburne Museum on Sept. 18th for the Walk to End Alzheimer's, raising almost \$200,000 for the cause. The Desai team participated in the walk, raising \$1100 individually, plus \$1000 matched by Desai Management Consulting, for a total donation of \$2200.



Mt. Philo Team Picnic

Desai team members recently held a "celebration of summer" picnic amid the scenic vistas at the top of [Mt. Philo](#).



The weather and views were spectacular, with good food, many games, and great company.



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