

Welcome to the 1Q17 Desai Management Consulting newsletter.
Come on inside and see all that's happening!



Desai Management Consulting - 1Q17 Newsletter

Welcome! We hope you enjoy our new mobile-focused newsletter. Featuring the same great content, we are re-formatting to acknowledge the high proportion of readers who are doing so with a mobile device. We hope you find the format pleasing and visually clarified.

[Visit our web site!](#)

Wait, Spring Was Just Here....

At this point in the year, it seems that winter and spring are engaged in a never-ending battle. One week we open the car's sunroof, the next we are staring at record snowfalls. On and on the exchange takes place, repeating endlessly.

Sometimes our customers encounter the same feelings, when over and over they invest in projects to improve their business, only to be frustrated at the limited value and minimal results received. In our many customer engagements we find a number of increasingly common issues:

- **Process:** lack of well-defined processes to execute, most notably in the Project Management (PM) domain
- **Training:** personnel unfamiliar with the defined processes and thus unable to perform satisfactorily
- **Governance:** A failure of the leadership to hold teams accountable for defining, training and executing the desired processes



We know that these business challenges are not often solved alone. Desai's experienced staff stands ready to help you tackle them. Please [contact us](#) for more information on how we can become a trusted partner in your business success. Thanks for your support!

Vijay Desai, Managing Partner
vdesai@desaimgmt.com

Desai Activities

Vijay has represented Desai at many audiences this last quarter:

- Vijay Desai spoke at an [EIV Technical Services](#) all employee retreat meeting about "Challenges, opportunities and critical success factors around Communication in today's business environment" in February at Double Tree Hotel in South Burlington, VT.



- Sue Cook, Desai Senior Project Management consultant, volunteers in the Community with Everybody Wins! Vermont (<http://everybodywinsvermont.org/>). Everybody Wins! Vermont matches adult volunteers with grade-school children to develop friendships and read together one-on-one over lunch once a week during the school year. The relationship makes the reading powerful--children who read with mentors learn to love reading, do better in school, and have better prospects for success as adults. Sue also serves as an elected member of the Town Of Essex Select-board.
- Vijay Desai has been nominated to the advisory board for the charity [Pure Water for the World](#)
- Vijay Desai spoke on project management opportunities, challenges and critical success factors. to the Consulting Group at [Yale-NUS College](#) in Singapore in January and on critical success factors to get in to the job market or start a new business at The Faculty of Technology and Engineering of The [Maharaja Sayajirao University of Baroda](#), Gujarat, India in February this year.
- David Kearns, Desai Senior Project Management consultant has been nominated in [PMI Champlain Valley Chapter](#) as VP Membership for 2017-18 term responsible for increasing membership while retaining current members.



Consultant of the Quarter - Martin Quatt

Desai is proud to announce our Consultant of the Quarter for 1Q17. This is a member of our team who illustrates through hard work the flexibility, values and strengths Desai team is famous for. For 1Q, the honor goes to Martin Quatt. Martin joined the Desai team in 2013, and is currently working at the State of Vermont as a Business Analyst for the State's Health Insurance Exchange. Congratulations and Thank you to Martin!

Latest News and Events

- [PMP Test Prep Boot Camp](#) - the next iterations of Desai's PMP Boot Camp training is scheduled for 3/29 to 31, at the Best Western Conference Center, South Burlington, VT. Click [HERE](#) for info.

- [PMI-ACP Test Prep Boot Camp](#) - a great success was had at our first Boot Camp, held in January. Click [HERE](#) for news of next sessions.
- [PMICV 20th Anniversary Symposium](#) is being held on April 7th, co-sponsored by Desai, at the Doubletree Hotel, South Burlington, VT. Click [HERE](#) for info.



Community Activity

Technology for Tomorrow (T4T), is a non-profit that many Desai staff invest time and money in. T4T's end of 2016 summary showed continued growth, year-on-year and throughout the year. Great expectations have been set for 2017, and we've already seen some results. The T4T 1Q17 community event was wildly successful, hosting almost 80 visitors, and continuing our close partner work with AARP, AT&T, and SmallDog Electronics. T4T will be hosting its first major fundraising event on Thursday, April 18, Click [HERE](#) to find out more about T4T, and how you can participate.

The Takeaway

Welcome to our new feature, The Takeaway. Each quarter, this section will feature either a recent business scenario, or a brief article providing food for thought. We're interested in your [feedback](#) as this feature takes off. This quarter, enjoy

Leadership By Example

No matter where we are, nor what we are doing, we are being an example to others. We never know who is observing our behavior - how we respond to situations, both personal and professional, or how we handle stress and unexpected events. Many believe that this is why unexplained things happen in our lives, to give others the opportunity to learn how to handle them by observing our own behavior in those circumstances.

A popular leadership by example story is that of Mahatma Gandhi. How closely does what you say as a leader align with what you do? This is a simple, yet powerful illustration of leading by example.

In the 1930's there was a young boy who had become addicted to and obsessed with eating sugar. His mother decided to get help and took the long and hot journey with her son walking many miles and hours under the scorching sun. She finally reached Gandhi and asked him to tell her son to stop eating sugar, it wasn't good for his health. Gandhi replied, "I cannot tell him that. But you may bring him back in a few weeks and then I will talk to him." The mother was confused and upset and took the boy home.

Two weeks later she came back to Gandhi with her son. This time Gandhi looked directly at the boy and said "Boy, you should stop eating sugar. It is not good for your health." The boy nodded his head and promised he wouldn't. The boy's mother was puzzled. She asked "Why didn't you tell him that two weeks ago when I brought him here to see you?"

Gandhi smiled and said "Mother, two weeks ago I was eating a lot of sugar myself."

Change the fear that "someone may always be watching", to the recognition that "someone is getting a learning opportunity". This change in perspective will help us all grow a greater understanding in the value of our daily life events (personally and professionally), to both ourselves and especially to others.



