



AAPM® PROGRESSIVE PM THOUGHTS FOR THIS MONTH
 George Mentz, JD, MBA, CWM®, MPM®, QFP
The Law of Visualization (page 39)

The Law of Visualization and Imagination Mental visualization of your objectives holds great importance. Seeing what you intend to do as if it is reality is a powerful mental exercise that is vital to the codification and building of the objective so as to assist the manifestation of the result. [Read more](#)



Recommended Read & Watch

The 50 Golden Rules of Project Management: How the Best Project Managers Do It Kindle Edition

by [Vladimir Cordier](#)

The book is no substitute to formal Project Management certification However, for Project Managers & non-Project Managers alike : It is a simple & efficient way to BE CLEAR on who does what . It EMPOWERS EVERYONE with universal knowledge & best practices .It INCREASES PROJECT SUCCESS & decreases uncertainties. Only 72 pages

Watch Youtube author's tips from the book https://youtu.be/Gdi_QBIL9kg



Editor's Notes :
 by Michele Guttenberger, MPM®

THE PROJECT ROM IS IN THE EYES OF THE BEHOLDER TO VISUALIZE

The gleam in the eyes for a potential project between the client and the PM office starts with a Rough Order of Magnitude - ROM. Think of the ROM as the courtship stage of the project which piques the engagement process to begin. According to InvestorWords the definition of a ROM is: *An estimate of costs and time provided in the early stages of a project when its scope and requirements has not been fully defined. A ROM is used to reduce the uncertainty of cost outcomes for both parties when project details have yet to be identified.*

Since the order has not been fully defined the Project Manager has some latitude to pitch the client with some innovative suggestions that are feasibly effective. Without committed definitive boundaries, both parties have the ability to negotiate or accept new concepts.

The ROM provides a window of opportunity to bring innovative approaches to the project. It allows the project contractor to pull together successful components of past projects and configure them into a win-win arrangement. The project contractor should compose the ROM with as much knack as a marketing prospectus. Treating the ROM as just a rough estimate can pass up some opportunities to sell great project visions.

Project Managers, who are not into the adventure of a ROM will claim a definitive estimate is as good as it gets. The biggest fear for Project Managers is the possibility of large variances from the estimate. Definitive estimates are -5% to +10% accurate and that is a nice range to work with. However, if all there was in life was definitive estimates we would never have groundbreaking projects.

Presidential candidate Donald Trump who wrote the "Art of the Deal" also follows the philosophy of ROM thinking. There have been some off the mark estimates that were splendid project ventures and some that were wounding failures. For many a safe foreseeable estimate of the venture ahead is requirement to success. To others, a Rough Order of Magnitude offers possibilities of great project opportunities.

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Knowing Important Soft Skills
 Six areas of interpersonal communication skills vital to success for project managers identified by Michael Craig Gradwell

[Video of the Six Areas](#)

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Spotlight on: William John Matthews

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Master Alumnus Spotlight on



William John Matthews

Fellow of AAPM® American Academy of Project
Management (FAA)

Mr. Matthews is the school Principal at WJM Global Program & Project Management and Chief Executive Officer at WJMcgafrika where its mission statement is: a company driven by excellency, honesty and creativity to bring change, hope and jobs in our community. He attended Newport University and presently serves his community in Cape Town South Africa

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About the Instructor



Mick Campbell is a best selling author of The NEW One-Page Project Manager and Managing Partner of

OPPM International. Mick is a recognized authority in traditional and agile project management. He is a former telecom vice president who has certified project professionals worldwide and advised hundreds of companies large and small.

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