

Vision, Strategy, and the Day-to-Day

*The Project Management Institute, Upstate New York Chapter, Inc.
Annual Professional Development Day (PDD)*

7 PDUs – **Strategic and Business Management** side of The PMI Talent Triangle™

This year at: Century House – 997 New Loudon Road, Latham, NY 12110

Monday, May 13, 2019

8:30 AM – 4:30 PM

Registration: 7:30 AM

Back by Popular Demand! Carl Pritchard, REP with Nancy Adams Pritchard



Carl Pritchard is the principal and founder of Pritchard Management Associates. As a lecturer he is considered a leading authority on risk and communications management and presents on a variety of management topics, ranging from project essentials to the complexities of network diagramming and team motivation. As an author and researcher, he has published articles on project management language, advances in risk management, and on the challenges of training on the Internet. His work as an instructor has taken him around the world, training with some of the leading international training organizations, as well as for private clients and the Project Management Institute®. He is the U.S. Correspondent for the U.K. project management journal, Project Manager Today. Carl regularly consults and coaches on project management, presentation skills, risk, e-learning, and course development with a variety of organizations. He holds a B.A. from the Ohio State University, and is a Project Management Professional® as certified by the Project Management Institute. For more information, visit: <http://carlpritchard.com>

Nancy Pritchard is a Certified Life Mastery Consultant with the Life Mastery Institute®; and is the Comptroller at Pritchard Management Associates. Her passion is teaching clients to unlock their true potential, achieve outrageous success, and live a life they LOVE living! Nancy is an inspiring speaker, passionate educator, and a highly sought after transformational coach. As a sought-after speaker, trainer and life coach, Nancy's workshops and coaching programs help people to break through limitations to achieve greater results than they've known before. If you're looking to gain clarity, confidence and achieve your next level of success while enjoying the highest levels of fulfillment in life, Nancy's coaching programs can help to get you there. Nancy's vocational history includes 20-plus years' experience in the world of corporate finance. She holds a BS degree in accounting and was certified as a Certified Public Accountant in 1997. As a small business owner since 1998, she has learned the value of nurturing the consultant/client relationship.

See reverse for more detail

Workshop Agenda

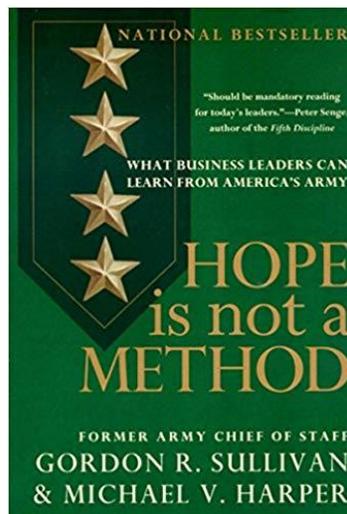
In this 7-hour workshop, Carl Pritchard will help participants ask intelligent questions about their professional direction and how it aligns with the over-arching vision of their organizations, as well as the organization's clients. During the course of the workshop, participants will be tasked to create a vision statement for their professional "arena" and will identify components of the core elements of strategy.

They will also evaluate and specify at least three day-to-day activities within their sphere that enable the organization to move forward strategically, even if they're doing it at a micro level. There will be a class example of identifying a class example of one student's representative business objective, and how they envision organizational change as a result.

This example will be examined using The Core Elements of Strategy. In reviewing the core elements of strategy, the discussion will examine how strategy serves as a bridge between the tactical and the objective, reinforcing the need for SMART outcomes and upper- and lower-level buy-in.

During the day, the discussion will focus on the impact of Values, Performance, Environment, Intent, Concepts, Objectives, and Integrating the Tactical .

**Registration includes continental breakfast, lunch and materials, including the book
Hope Is Not a Method: What Business Leaders Can Learn from America's Army**



Online registration and payment available at the PMI UNY Web Site <http://pmiuny.org/>

PDD Pricing	Early bird on or before April 1, 2019	On or after April 2, 2019
PMI UNY Member	\$250	\$300
Non-Member	\$300	\$350

Discount \$50 for Group / Student / PDD Volunteers. Group Discount code available upon request. Corporate Group Discount: 5 or more persons, if registering from same company or government agency. Must register for Corporate Discounts by April 1. Only one \$50 discount may be used per registration.