

**EDUCATION/TRAINING SEMINAR:
"BEST VALUE PROJECT MANAGEMENT PRACTICES FROM THE USA"**

The Seminar on the revolutionary PIPS will be organized for the **first time** in the Mediterranean in **Athens, Greece**, (Hellenic American Union Conference Center) *prior to the PM-04 Conference.*

Best Value/PM Performance Information Procurement System (PIPS)

- Be up to 98% on time, minimize up to 90% construction management activities & risk!
- Contractors make 5% more profit, without raising the cost to the client!
- PIPS aligns the resources, forces preplanning and the minimization of risk!
- Results from tests are staggering!!!!!!! Increases revenues, profits, and value

OBJECTIVE:

At the end of the training session, participants will:

- be able to apprehend understand and apply the newest PM practices from the US,
- be able to minimize their management/control/liability activities by 50% with higher project performance
- get better documented value for a lower price for the clients/buyers by 30%
- Minimize the stress of project management by over 50%

PARTICIPANTS:

- Project Managers willing to increase their value by using cutting edge practices.
- Concerned individuals willing to expand their value as project managers.
- Owners/clients, contracting personnel who want best value for the lowest price

SEMINAR PROGRAMME:

DAY	DESIGNATION
<p>Tuesday 27 May 09.30 – 15.00</p>	<ul style="list-style-type: none"> • Presentation of participants, training session structure • Introduction • Test implementation/case studies of new PM practices: <ul style="list-style-type: none"> ○ 500+ tests of the new PM practices – Results: 98% on time, no contractor cost change orders, customers extremely satisfied, and project management physical activity cut by over 50% ○ Best value structure turns PM from reactive to proactive, controls system through alignment instead of directives/constraints, minimizes PM liability to zero, makes PM profitable, successful, and a risk manager • Theoretical foundation of change: <ul style="list-style-type: none"> ○ Minimize PM risk, liability, and lack of information ○ How to minimize risk through alignment of resources ○ How to identify and minimize risk before it happens ○ How to use logic and simplicity to force accountability ○ How to make complex issues simple • Performance Information Procurement System (PIPS) <ul style="list-style-type: none"> ○ Structure/Process ○ Differences with existing processes ○ Case study ○ Review of manual ○ Q&A • Exam



SEMINAR LEADER:

Dean Kashiwagi Professor, PE, PhD, Director, Performance Based Studies Research Group, Arizona State University, Coordinator CIB Task Group 61 (Benchmarking Performance Information).

SEMINAR DESCRIPTION & CRUDENTIALS:

- Professor Dean Kashiwagi will bring a revolutionary project management/procurement processes from the USA for the first time to the Mediterranean area.
- Seminar has been presented in Europe, UK, China and Asia (Japan, Korea, Thailand), Malaysia, Australia/New Zealand, Caribbean, Mexico and Professor Kashiwagi is scheduled to speak at every major procurement/project management conference in US in 2008
- 500+ documented tests, 98% performance, minimized up to 90% of risk activity, clients/vendors maximize profit
- Over \$1 Trillion (US\$) of construction and services contracts
- Only project management/procurement structure/process developed at a university, developed for construction but being now used in other industries (IT, services, commodities), gets better value for lower price
- Processes will revolutionize the position and tasks of PMs
- Has presented in Project Management Institute 2007 International Conference, 2007 National Institute of Government Purchasing Conference,
- Current Users/Proponents of Technology
Arizona Parks and Recreation, Arizona State University, BJC Hospital Group, MO, City of Miami Beach, FL, City of Peoria, AZ, City of Sitka, Alaska, Denver Hospital, Entergy, Southern US, Fulbright Program and Botswana University, Africa, General Dynamics, Georgia Tech University, Florida International University, Central Connecticut University, Glasgow Caledonian University (Research), Heijmans, Netherlands, Ministry of Transportation, Netherlands, Neogard, NY/NJ Port Authority, RMIT, Melbourne Australia, Schering Plough, State of Washington, Missouri, Wyoming, TREMCO, United Airlines, University of Arizona, University of Minnesota, US Army Medical Command.

REGISTRATION:

Seminar Registration Fee	Before		
	9 May 2008	16 May 2008	After 16 May
Normal Registration Fee	€ 290	€ 390	€ 430
PM-Greece / IPMA Members	€ 250	€ 320	€ 400
Normal Registration Fee for PM-04 Conference participants	€ 190	€ 290	€ 330
PM-Greece / IPMA Members PM-04 Conference participants	€ 150	€ 220	€ 300

(*) *Limited places. Places will be given on a first come – first served basis. Fees apply subject to availability.*

SPECIAL OFFER : **For two (2) persons registered from the same company 20% off!**
Ask for a special price for 3 or more registrations!

LOCATION:

This event is hosted at the Hellenic American Union Center of Excellence in Project Management 22 Massalias St., Athens, Tel: 210-3680907



PM-04 Secretariat

The Network of Project Managers in Greece (PM-Greece)

31, Kaningos st, 106 82 Athens, Greece

Telephone: +30 210 772 1268; Fax: +30 210 772 3781; E-mail: 2008@pmgreece.gr

Web : www.pmgreece.gr Conference Website : <http://2008.pmgreece.gr>