

Lei Parla Project Management?

By Michelle LaBrosse, PMP®, Chief Cheetah and Founder of Cheetah Learning, and Kristen Medina, PMP®, Co-Author

I continued to pantomime my intent as the Italian store grocery clerk looked at me in complete confusion. My lack of being able to communicate with this person was beginning to frustrate me – I mean, this is me, the person who was voted as the queen of charades by friends and family alike. How could he not understand that I was looking for eggs? I was making the appropriate chicken moves and was rather certain that my omelet making motion was right on point. But he just kept on staring.

After returning home from my trip to Italy, I remember how every event in my life seemed to take place with relative ease compared to my experience abroad. From getting groceries to making travel arrangements – when you speak the same language you have overcome the largest barrier in communication that exists. The same is true when it comes to managing projects: everything is easier when you speak the same project language.

Every person and every organization does projects. Projects have been around since the beginning of mankind, and have continued to evolve. Modern Project Management standards, developed in 1950's in response to the quickening pace of the business-oriented world, created a language to use for these projects so that task can be performed quickly.

Numbers Talk

How can your organization benefit by learning the common tongue of project management? Lets take a look at the numbers, perhaps one of the most clear “languages” there are when it comes to bottom line improvements.

A 2011 study, “The State of Project Management Training,” done by project management firm PM Solutions, reveals the various areas of operations that can be improved through PM training. The report's key findings conclude the following areas of improvement due to formal project management training:

- 29% improved stakeholder satisfaction
- 27% improved schedule performance
- 26% fewer project failures
- 25% improve budgeted performance
- 25% improvement requirements performance
- 25% improve project quality

This numbers got us wondering – how was Cheetah Learning PM training effecting the organizations we have been training over the years? After running the numbers, we were delighted to find that after twelve years of service to some of the biggest, most successful publically trades companies in the US, 90% of our clients increased their profitability and 85% of them increase their growth rate

in the year immediately following retaining Cheetah Learning for their onsite PM training needs. All we can say to that is – bellissimo!

Becoming Fluent

As with any language, the more time you spend immersed in the culture (in this case, the Project Management culture) the more fluent you become. You can become fluent in different ways – through exposure/experience, or through deliberate practice/PM courses, or better yet – through both.

When you are fluent in the language of PM, it pays. One of the quickest ways to become fluent in project management is to earn your Project Management Professional (PMP)® credential. According to PMI's Project Management salary survey, in six major countries, PMP-certified project managers reported a \$10,000 salary advantage over non-PMP certified project managers. Once you have that base of understanding, your experience adds to your level of PM fluency. Each additional year of PM experience equates roughly to \$2-3,000 salary increase for PMPs (according to payscale.com).

About the Author:



Michelle LaBrosse, PMP, is an entrepreneurial powerhouse with a penchant for making success easy, fun, and fast. She is the founder of [Cheetah Learning](http://cheetahlearning.com), the [author](#) of the [Cheetah Success Series](#), and a prolific [blogger](#) whose mission is to bring Project Management to the masses.

Cheetah Learning is a virtual company with 100 employees, contractors, and licensees worldwide. To date, more than 50,000 people have become “Cheetahs” using Cheetah Learning’s innovative Project Management and accelerated learning techniques.

Recently honored by the Project Management Institute (PMI®), Cheetah Learning was named Professional Development Provider of the Year at the 2008 PMI® Global Congress. A dynamic keynote speaker and industry thought leader,

Michelle is recognized by PMI as one of the 25 Most Influential Women in Project Management in the world.

Michelle's articles have appeared in more than 100 publications and websites around the world. Her monthly column, the [Know How Network](#), is carried by over 400 publications.