

Project Management Institute – San Diego Chapter
May 28, 2008 Dinner Meeting, 5:45 P.M.,
Handlery Resort and Hotel, 950 Hotel Circle North, San Diego, CA 92108
<http://www.pmi-sd.org/> for information and reservations

Project Partnering: A Team-Building Tool for Project Managers

Presenter: Dennis Eriksen, P.E., President, ATI Systems



This presentation will provide project managers with a proven method of team-building – A method that brings the people and organizations that have a stake in the outcome of the project together as one cooperative team.

Case studies will be reviewed to highlight projects that achieved extraordinary results by proactive team-building. Like most high performance teams, these took pride in setting their goals high, pulling together, and sharing in success!

Partnering was initially developed by a construction industry task force to reduce the adversarial relationships among project owners, designers and builders. It has succeeded on thousands of construction projects. Noting construction's successes, other business segments began using project partnering. The U.S. Army Material Command adapted and applied these methods to the defense industry. This acquisition reform initiative offers a new culture to the defense industry, a culture based on trust – Yes, trust between the government and their contractors! The manufacturing and service segments have also adapted partnering to their projects, using it to create successful project teams.

The partnering process uses workshops to bring those having a stake in the project, the stakeholders, together at a neutral venue. At the workshops, the issues, opportunities and risks of the project are reviewed, goals are established (goals that when met will define success for all), and processes are designed to manage in an environment of cooperation, open communications, and rapid issue resolution.

New developments in partnering will be presented. Though first developed in the mid '80's, this management tool continues to be refined and applied to a broadening variety of projects. Reviews and improvements con-

tinue to be made by the Department of Defense, state agencies, and industry associations.

Partnering fills a void in the project manager's tool kit. It provides project managers with a structured process, a tool for team-building and for introducing a culture of cooperation among the organizations supporting the project. And, partnering provides a proactive tool for project managers to build project teams where the customer, prime contractor, consultants, subcontractors and suppliers can work shoulder-to-shoulder rather than nose-to-nose. Clearly, that helps projects to succeed and project managers to take satisfaction in having proactively led their teams to success.

Speaker's biography:

Dennis Eriksen founded ATI Systems, a firm that supports project managers with facilitation services to aid their team-building activities. His industry experience includes 30 years with Litton Industries, where he progressed through line and project management positions, to serve as the General Manager of Litton's Data Command Systems Division providing leadership of projects as large as \$1,640 million. While facilitating partnering workshops over the past 18 years, Dennis has had the opportunity to observe the formulation of a large number of project teams. He actively contributes to improving the methods of partnering and his experiences are related in speaking engagements and in papers and articles that have been published by the Project Management Institute, the American Institute of Architects, the Associated General Contractors of California, the Construction Management Association of America, the Contract Services Association of America, and the Society of American Military Engineers. Dennis holds a Bachelor of Science Degree from UC Berkeley and a Master of Science Degree from UCLA.