



EmpowerChangeNow Newsletter

Life Transformations, LLC. - *empowering change*

Life Transformations was

founded in 2003 by Joanne Aaronson. Joanne's mission is to foster empowerment in the individual to achieve his/her ideal life including relationships, career, and financial situation. Or for the executive, to achieve Enlightened Leadership to empower their best organization possible. The [Empower Change Now Newsletter](#) was started in 2007 to support this mission by sharing information about the underlying paradigm shift necessary to empower change in the individual for unlimited possibilities.



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Dear Readers, being able to creatively solve problems is a huge asset for both personal as well as professional development. Applying this skill to negotiation is especially valuable to achieve winning outcomes when interacting with stakeholders. Check out this month's articles on how to properly direct traffic and achieve a Win Win outcome for successful projects/programs. As usual, I welcome your comments or experiences with this material.

Always in light, Joanne
Joanne Aaronson, PMP, Ct Reiki, Ct EIS

Why We're Called *Project Managers*

Have you ever thought about why we're called *project managers* and not *task managers*? Those that simply manage tasks attend to their work and when they hit the wall, things may get done or not, tasks may fall out or worst yet, may eventually not happen—e.g.. Fail. When I'm out and about and someone asks me, *So what's a project manager do, exactly?* I respond that *I direct traffic*. It's up to me, and other project managers to solve the problems that happen along the way while the tasks of the projects are being accomplished. In my mind, it's the *problem solving* that we really get paid for. If we're worth our salt, it's what we do best.... Or not!

So let's talk about problem solving. Let's assume you're left-brain dominant meaning you're more comfortable using your left brain analytical side. That's ok, many of us are. But there's another side to us all and that's the right brain creative side. Now, when we learn our trade, that is, we study project management in classes or during actual on the job experiences, it's not just the data points that help us solve the big problems I noted earlier. It's our creativity that really makes the difference. Every time we forecast and plan, figure out the risks and mitigations, interact with our teams, negotiate with customers and of course, do all that inspired writing, we're using our creative abilities. How do you let your right brain really go to work to help you be successful?

- ◆ Believe in yourself (everything worthwhile starts with being positive)
- ◆ Slow down to allow the creative flow
- ◆ Focus your awareness and attention on the task at hand
- ◆ Allow yourself to get out of the left brain (give yourself permission to have fun!)
- ◆ Know that being creative fosters better performance and thus higher productivity

Balance out your left brain with your right brain creative side with a right brain hobby such as dancing, art, creative writing or music. It's not only stress relieving, it's fun! Being creative will not only help you be successful as a project manager, it will open worlds of possibilities for your to solve the big problems in any profession.... Or personally. Before you know it, those around you will be coming to you for the answers to their issues. Good Luck!

In this issue:

- **Why We're Called *Project Managers*** ¹
- **Adapting for Win Win Outcomes:** ²
- **Balance Your Life Corner** ³
- **Star Teacher Blog** ³

Adapting for Win Win Outcomes

Here are some basic principles that lead to Win Win outcomes that are applicable for many negotiating situations, not just project/program management:

- ◆ Start off positive. Remember that *nothing positive starts from a negative*. If you believe the situation to be impossible, it will be.
- ◆ Never think only of yourself. This is scarcity thinking and is contrary to the Law of Abundance. If you want a favorable outcome in any situation, allow limitless thinking to be the rule. “How can we formulate a solution so that we both come out saving *face* and accomplish our main goals?” Work from this perspective to start off.
- ◆ Walk a mile in the other person/side’s moccasins—this is an old Indian proverb that holds much wisdom. In considering the perspective of the other side, one can appreciate their stand, their motivations and so better negotiate a compromise.
- ◆ Now you’re in the middle of it. Your side has to take some compromise also. Convince yourself and your team that to be *fair*, there may be some plus and minuses to the negotiated agreement.
- ◆ Invite a spirit of cooperation and harmony. In order for any of this to work, you must have good working relationships with both sides—that involves all your stakeholders including your team, your management and your customers. If you’ve done your homework and established these relationships by helping others when they needed it, the stage is set for cooperation in return.



Remember:

- Start positive
- Consider both sides
- Invite cooperation & harmony

What are some working examples?

- ◆ It’s very common for customers to want delivery faster than is possible with the available resources. However, someone else negotiated the contract and now you’re left to deal with the hectic pace and stressed out team. When you get close to the major deliverables and realize you just can’t make it, are you able to sit down with the customer and ask for an extension? If the proper relationship has been established, they see how hard you’ve been working, perhaps you’ve made other smaller deliveries, and they realize the scope is more than is reasonable. So you ask to reduce the scope for this deliverable. They accept. Not possible? Try it.
- ◆ Or, the customer keeps adding more scope and expects the deliverable dates to stay the same. Management pushes you to accept the additional work. If you’re worth your salt, you’ll negotiate an engineering change order to add more money, or give them the option to extend the timeframe. Bet they’ll give you the time. Or, try a phased delivery. Not possible? Try it.
- ◆ How about when the customer isn’t getting along with your team thus delaying reviews. Are you able to sit down with the customer and explain the problem asking them for more cooperation or more time? Not possible? Try it.

These are all situations that I’ve encountered over the years and have negotiated Win Win outcomes. It won’t be possible if you don’t believe it, have cooperation of your own team and management, and cooperatively work with your customers. Then anything is possible—in industry or government.



Attention Enlightened Leaders!

Want to be part of the solution and not the problem? Choose to be a change agent to bring Corporate America back into balance.

Join the Enlightened Leaders Forum on *Linked In* today.

Call or write for more information

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[Want to know more?](#)

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Balance Your Life Corner



Joanne's Favorite Salad

I have to give credit to some of the local restaurants from which I've partially copied this salad. In any case, it's fabulous. Combine hearts of romaine, a few slices of crumbled bacon, 1/4 cup crumbled bleu cheese (or feta), broken glazed walnuts and balsamic vinaigrette to taste. (I mix 1/3 cup oil to 2/3 cup balsamic vinegar). Top with Herbes of Provence or others you prefer (basil, oregano, black pepper, sea salt, etc). It's healthy (everything in moderation of course) and can even be an entrée salad if a slice of meat, chicken or fish is added.

Joanne's StarTeacher Blog

Have you seen the movie *Julie and Julia*? It's about a woman, Julie who blogs about cooking her way through Julia Child's *Mastering French Cooking* book and in turn, gets a major book deal. Having just finished my first book, I decided to use the same concept and create what the internet generation calls *buzz* about it. So off I went and created my very own blog:

Go to Wordpress.com and type in *Joanne's StarTeacher Blog*. It's about using one's inner creative and intuitive abilities to navigate the journey known as the Circle of Life. My inspirational memoir about the messages my father passed to me to convey to my mother to console her is called *The Circle of Life—A Journey Through Grief to Understanding*. If my plan works as envisioned, the buzz will take off, I'll be successfully published by the spring and lots of copies will be sold. At least that's my vision. And remember, it all starts with the vision that one holds.

Rather than paper the world with my book proposals, I envisioned that a publisher would come my way. As events unfolded, I went to a dance event in April where a boutique publisher was pushing a book. Taking the opportunity to pitch my manuscript to a captive audience, I told him my story. He was sold enough to ask to review the manuscript. Not bad for a first time author right out of the gate.

Well, that one didn't work out, but he sent it to another publisher who's reviewing it now so the game's not over. I'm holding on to my vision and will let you know how it goes. *Nothing positive starts from a negative*. No matter what you aspire to do, hold the vision first, then trust that you will attract the opportunities to make it happen.

And good luck. Wish me luck, too!

