



PROJECT MANAGEMENT
CENTER FOR EXCELLENCE

A.J. CLARK SCHOOL OF ENGINEERING
Civil & Environmental Engineering Department



#MINDSET

Crystal J. Richards

2021 Project Management Symposium





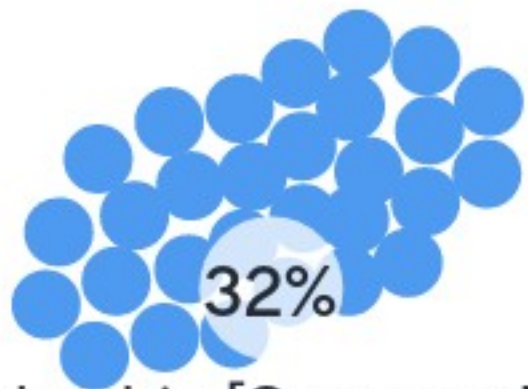
THE ENTREPRENEUR WITHIN:

Achieving success with your projects with an entrepreneurial mindset

Crystal J. Richards

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What type of project-related job role do you typically perform?



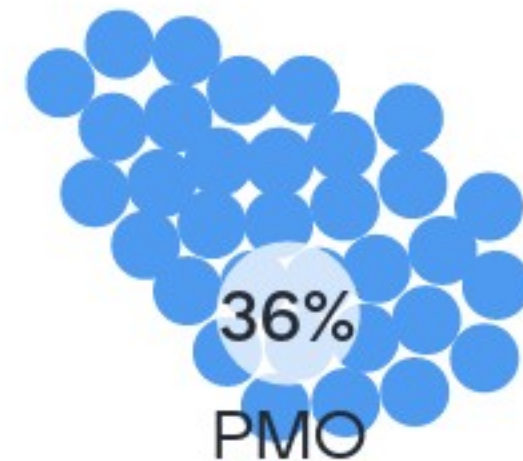
Project Leadership [Sponsor, Director etc.]



Project Delivery specialist [Full-time, consultant]



Business Analysis & Change Specialist [e.g. BCM, Benefits Manager]

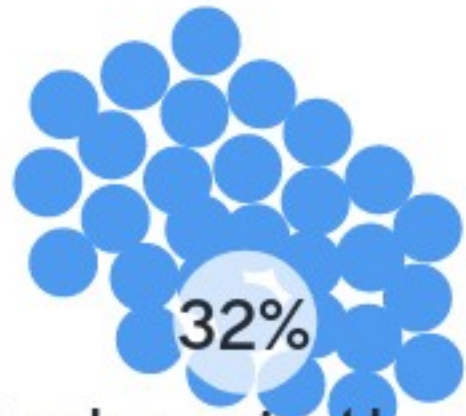


PMO

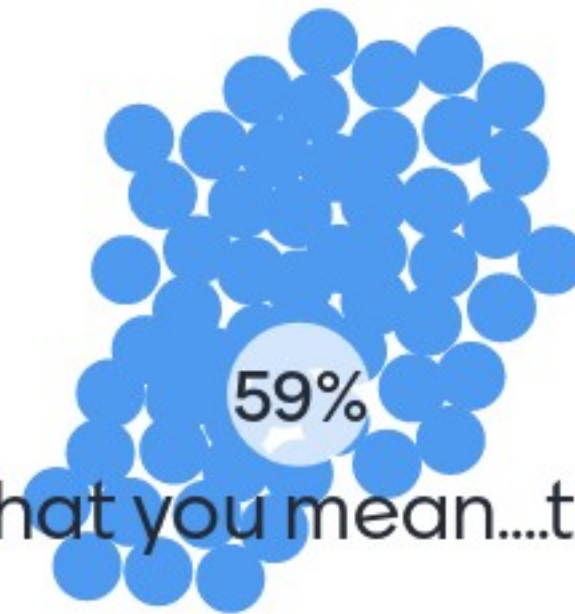


Non-project related

Are you an entrepreneur on your projects?



Yes, we swim laps in the Shark Tank



Not sure what you mean...tell me more



I'm here so I won't get fined/fired

PRESENTER

CRYSTAL RICHARDS, PMP, PMI-ACP

- Project Manager
- International & Keynote Speaker
- Trainer
- Coach
- PMP & Agile Boot Camp Instructor
- Xennial
- Entrepreneur

“ I train people to be better project managers so they can lead with courage and confidence. ”

5

5 tips to move from
stagnation to *innovation*
on your projects

WHY DOES IT MATTER ON OUR PROJECTS?



Creative & innovative ideas



Productive, engaged teams




Talent retention



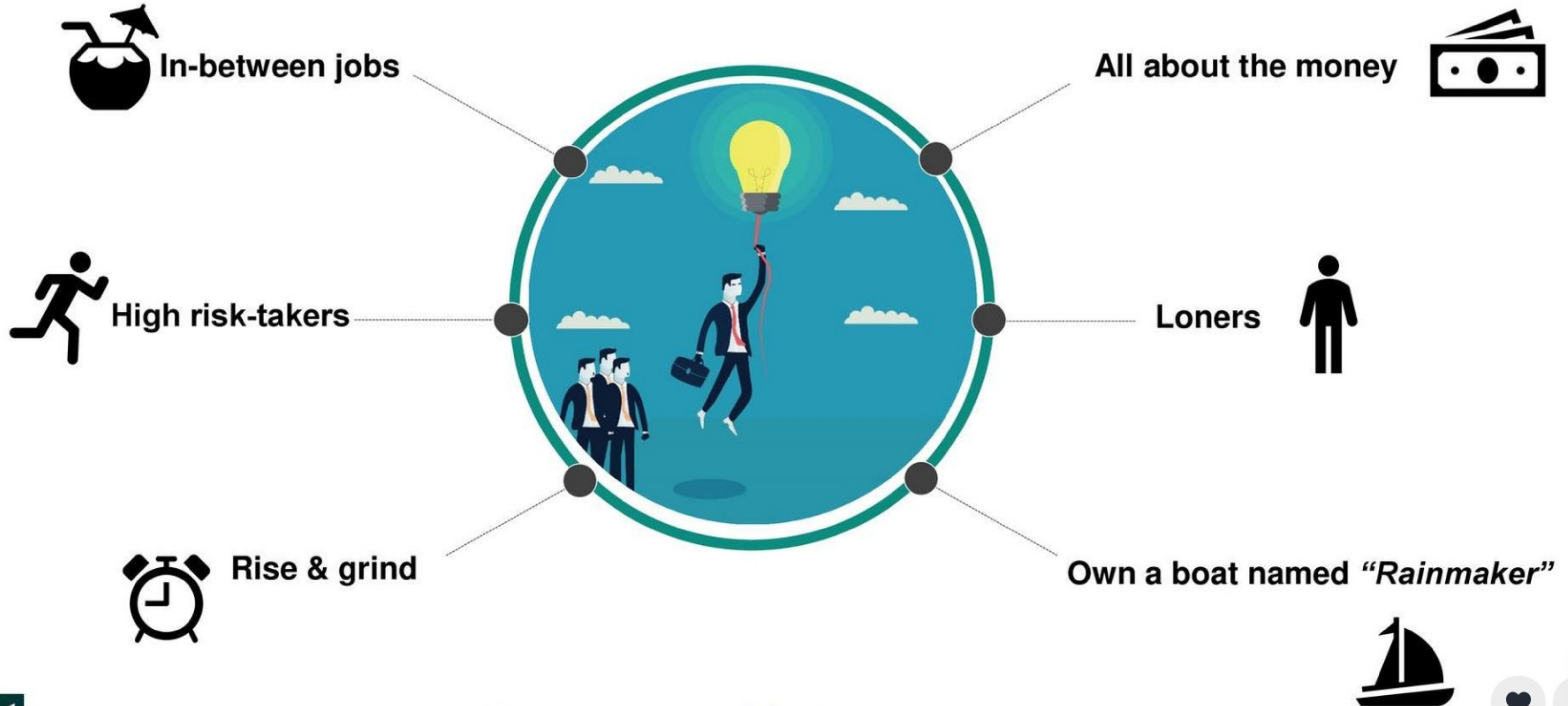
Culture enhancement



What is an entrepreneur?



NO, AN ENTREPRENEUR IS NOT THIS



EN•TRE•PRE•NEUR ŎN"TRƏ-PRƏ-NÛR', -NOŎR'



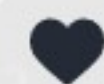
- **n.** a person who organizes, operates, and assumes the risk for a business venture.
- **n.** a person who organizes and manages any enterprise, especially a business, usually with considerable initiative and risk.



SOUNDS LIKE A... PROJECT MANAGER!!!



SOUNDS LIKE A...PROJECT MANAGER!!!





WHAT IS THE ENTREPRENEURIAL MINDSET?

a **set of skills** that enable people to identify and **make the most of opportunities, overcome and learn from setbacks**, and succeed in a variety of settings.



THE ENTREPRENEURIAL MINDSET ENTAILS...

Flexible & adaptable

Future-focused

Self-directed

Action-oriented

Highly-engaged



THE ENTREPRENEURIAL MINDSET ENTAILS...

Resilient

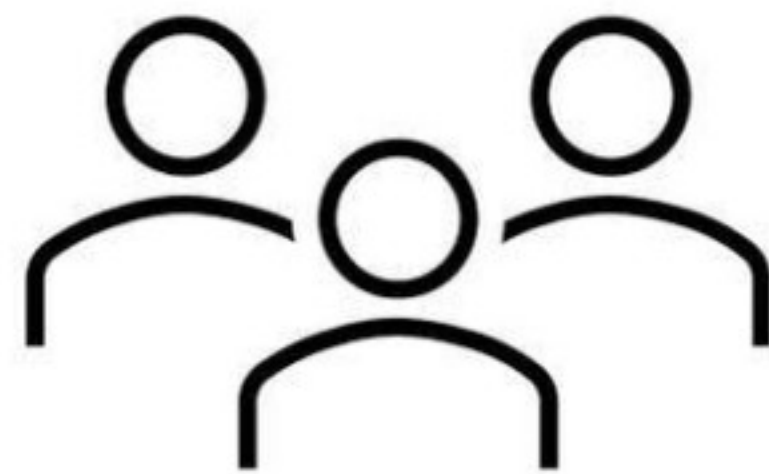
Solution-oriented

Critical thinking

Creates value



Community of positive influence



Entrepreneurs are **change agents**: they make business goals their own and use their skills and expertise to inspire a sense of shared purpose within the organization. They enjoy the organized adrenaline of new challenges and the responsibility of driving business results.




Project managers are **change agents**: they make project goals their own and use their skills and expertise to inspire a sense of shared purpose within the project team. They enjoy the organized adrenaline of new challenges and the responsibility of driving business results.



FROM THE SOURCE





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Who are Project Managers?

What is Project Management?

[Who are Project Managers?](#)

Core Values

PMI Founders



They are organized, passionate and goal-oriented who understand what projects have in common, and their strategic role in how organizations succeed, learn and change.

Project managers are **change agents**: they make project goals their own and use their skills and expertise to inspire a sense of shared purpose within the project team. They enjoy the organized adrenaline of new challenges and the responsibility of driving business results.

They work well under pressure and are **comfortable with change and complexity in dynamic environments**. They can shift readily between the "big picture" and the small but crucial details. Knowing when to

2

4



20

What would it look like if you were more entrepreneurial on your projects (in 3 words or less)?



The 5 Tips...





What is your WHY?

Embrace the mindset: What's your WHY in 60 seconds or less? i.e. your project elevator pitch.



Embrace risks

Document the risks and have fun brainstorming the solutions!

- Doomsday Clock Risks
- Karma Day Opportunities
- Premortem Discussion



FOR THE LEADER: 3 TIPS



INTRAPRENEURS: THE ENTREPRENEURS WITHIN





**Ready to move
forward with the
mindset?**

Reflection: What will you do differently as a result of today's presentation?

Remember my why!

Encourage creativity

The premortem.

Enhance risks more

Try and block out one no meeting day.

Remember the mission.

Project elevator pitch!

Helping others remember the why

Fewer meetings

Reflection: What will you do differently as a result of today's presentation?

Quiet Days

BLUF

Remember my Why

Take the entrepreneurs mindset and apply it to my resume when i rewrite it

Set aside time for creativity.

Different ways to embrace the risks

More concise team engagement

Shorter meetings with a specific focus

Take time to think

Reflection: What will you do differently as a result of today's presentation?

different mindset

Short Meetings

Continue to critically think

I like the idea of short videos to communicate key info

Encourage and foster creativity and allow people to take risks

I can be a change agent, too

Maintain my creativity to contribute to the overall goal

Entrepreneur helps engagement

develop a project and job elevator speech

Reflection: What will you do differently as a result of today's presentation?

Encourage entrepreneurs within team

Quiet Day

Inspire the team

Eliminate Friday meetings after 2 pm

meeting reduction

I learned that your why is a mindset component.

Reduce the meetings -- ideally one no meeting day.

Change my mindset from participate to leader

See my organization and project as MY business and embrace my entrepreneurial spirit.

Reflection: What will you do differently as a result of today's presentation?

be more uplifting and embrace change for the better

Support and protect those willing to take chances

Push for change, even when it's tough

Elevator Pitch

Being more creative

Premortem...start at the beginning to look at risks from a different perspective. Make it fun!

Enterprise Mindset

Be more creative

Love short meetings!

Reflection: What will you do differently as a result of today's presentation?

Better time management with fewer meetings.

I will be more mindful about being innovative and a change agent

Have an elevator speech.

Encourage innovative thinking

Try Idea Fairs!

Put my entrepreneurial hat on

I learned about support intrapreneurship and meeting block out

Mentor junior PMs on the entrepreneurial mindset and how to apply it.

I am going be creative and let my innovation be heard
Stop the meetings!

Reflection: What will you do differently as a result of today's presentation?

Exercise intrapreneurship

Idea Fair

Slow down at times

Do premortem

Remember to bring your heart to the product.

Encouragement to continue in the shark tank

Email if meeting isn't needed

Less meetings

Remind myself why i a doing tnis

Reflection: What will you do differently as a result of today's presentation?

Infusing purpose in staff.

Reduce meeting duration/frequency

Get Moving out of Stagnation

Foster innovation

Foster innovation and creativity in team. More time to focus and innovate, less time talking.

Find budget

entrepreneur mindset

Encourage more innovated approaches to achieving project objectives.

All teammates can offer input to help increase the bottom line and get projects to move forward.

Reflection: What will you do differently as a result of today's presentation?

Look for similar mindsets to build teams.

ENTREPRENEURIAL MINDSET STRATEGY SESSION?





MindspareQTM
Training ■ Development ■ Advisory

Crystal J. Richards, PMP[®], PMI-ACP[®]



**Serving the Greater Baltimore and
Washington, DC areas, virtual
services available**



Contact Numbers:
240-203-9177 (C) 240-203-9176 (O)



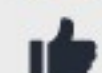
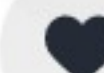
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QUESTIONS

