



# ADAPTABLE LEADERSHIP

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## RAJ NAIR - INTRODUCTION

- Project Manager for 20+ years
- Certified Program Manager, Project Manager and Risk Manager
- Masters in Project Management and MBA
- Managed around 100 projects of different sizes
- Managed \$22M portfolio
- Managed project of size 100+
- Worked as a Global Project Manager – PMO
- Worked as a PM Consultant
- Member of PM Professional associations and Community Groups



# WHY I BECAME A PROJECT MANAGER

B/C PMP's Bank! Retirement Plan  
 Job security  
 I ♥ check lists!  
 I'M A PARENT, SO I'M ALREADY A PM.  
 Because we are the most organized  
 BECAUSE WE ARE MANAGING PROJECTS EVERYWHERE HOME, WORK ETC.  
 BECAUSE PEOPLE IS WHAT MATTERS!  
 Because I've seen the finished product  
 I discovered what I wanted to be when I grew up.  
 Boss made me  
 I WAS DRAFTED!!  
 BECAUSE I WANTED TO PREDICT THE FUTURE AND FIGURE OUT HOW TO CONTROL IT.  
 "It's my passion"  
 I NEED THE MONEY 😊  
 It's what I was born to do  
 WORK RELEASE  
 SOMEBODY HAD TO DO IT!  
 I WAS DOING THIS WORK ANYWAY!  
 Big picture thinker; produce results... drive strategy.  
 I'm a Leader  
 I think in PLANS!  
 Because I love the profession  
 I'd rather tell than be told!  
 I ♥ Planning  
 Love launching new programs  
 Link IT world to end-user world.

# BUSINESS ACUMEN



- Have a good understanding of the business
- Business dependencies and fragility
- Threats and Opportunities
- Set the vision and the roadmap flexible enough to change
- Encourage the whole organization to have a better understanding about the business domain

# TECHNOLOGY



- Technology is changing very rapidly
- Understand the trend and adjust the product roadmap accordingly
- Love the technology that your customer like; not the one you like
- Don't sacrifice the security that impacts branding
- Stay with the latest technology but firm on stability

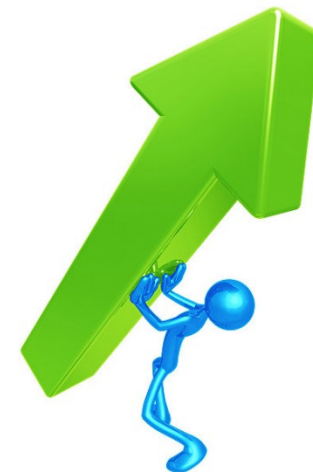
# CULTURE

- Understand the geographical differences
- Understand the local beliefs
- Likeness of food, urgencies, festivals
- Routines followed in the organization
- Change in organizational leadership
- Understand the norms



# MARKET TREND

- Competition
- Global Economy
- Global Choices for our customers
- Loyalty is a myth now a days
- Supply Chain and interdependencies
- Social Media influence



# GEO POLITICS

- Understand power struggle
- Current Events
- Political Leaders
- Building Alliance
- Survival Strategy
- Keep eye on review mirror





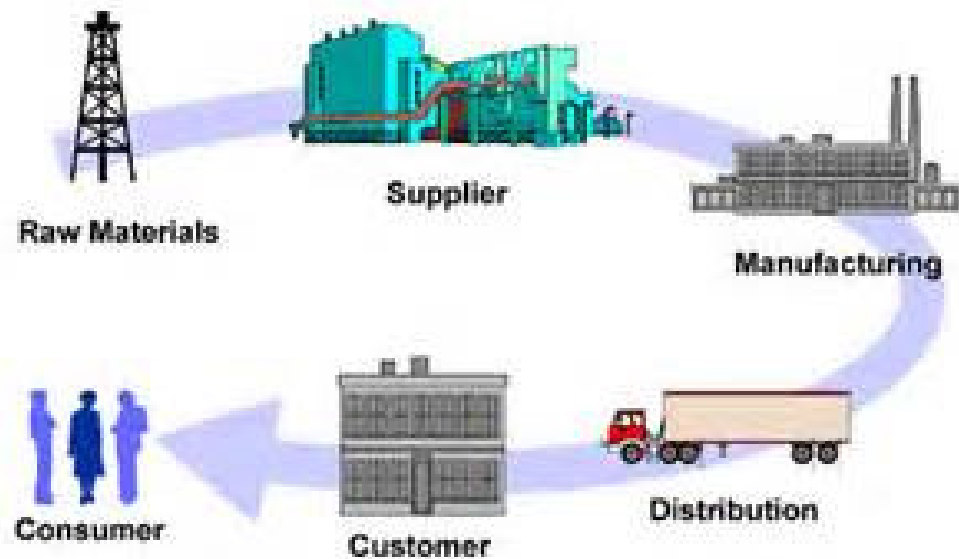
# GLOBAL ECONOMY

- Money matters
- Currency Strength
- Natural resources
- Investor confidence



# DYNAMIC SUPPLY CHAIN

- Competition in supply chain
- Change in second or third level relationship
- Have a back up supplier



# MERGER

- Reason to merge
- Conflicts
- Future



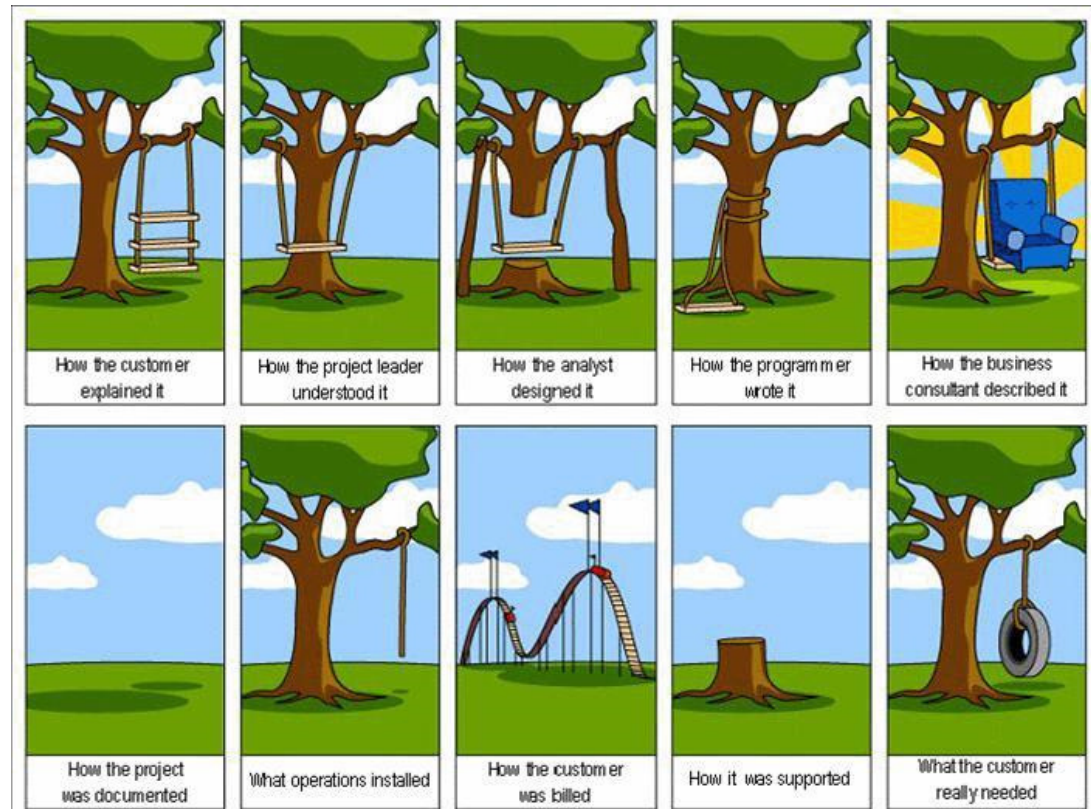
# SOCIAL MEDIA IMPACT

- What to watch for
- Where is your customer
- What they are saying
- How to react to bad experiences



# CUSTOMER NEEDS

- Not sure what is needed
- May not know how to explain the need
- Requirement Changes
- Fast Delivery
- Need quick feedback in stages



# LONG TERM GOAL WITH SHORT WINS

- Need to have a better vision
- Show the short wins
- Feel the success





## YOUR FEEDBACK IS VERY IMPORTANT

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