

WHY PROJECTS FAIL?

- Lack of execution
- Bad planning
- Scam project
- Stakeholders are not involved in project
- Wrong budgeting
- Wrong resource allocation
- Lack of competences
- Non product market fit
- Unfavourable environment
- Lack of fundings (adequate)
- Wrong Project specification
- Lack of HR
- Too futuristic projects
- Unfavourable government policies
- Lack of technology
- Scarcity of resources
- High competition
- Stealing of resources
- Poor management
- Unrealistic deadlines

WHY PROJECTS FAIL?

- Bad management
 - Bad schedule
 - Insufficient funding
 - Lack of objective
 - Lack of resources
 - Lack of skill / experience
 - Lack of work force
- Bad timing
- Bad infrastructure
- Bad environment
- Conflict of interest
- Lack of cooperation
- Bad communication
- Bad hand writing
- Unrealistic goals / expectations / deadlines
- Bad reputation
- Poor incentives
- New laws / absence of laws
- Bad marketing
- Poor leadership
- Low productivity
- Wrong delegation of responsibilities
- Wrong approach

Insufficient
use of
resources



Black hole


WHY PROJECTS SUCCEED?

- Because they did not fail!!!
- Proper planning / deadlines
- Good luck
- Right people in the team
- Interesting project
- Peer pressure
- Dedication / motivation
- Hard work
- Supportive environment
- Money
- Coffee / pizza
- Modern working environment
- Right tools
- Good management
- Responsibility /shared / personal)
- Not giving up

SELLING AN IDEA TO THE BOSS

- „No to Paper“
- Boss / Company
 - Better company image
 - Faster Access to data
 - Easier to manage / edit
 - Easier redundancy
 - Cost saving
 - Better access on storage / space
 - Collaboration
 - Traceability
 - Encrypting
 - Less waste
 - Digital signing
- Employees
 - Convenience
 - No lost documents
 - Less documents
 - Faster (sorting, etc.)
 - Clean table
 - No paper-cuts
 - No paper planes

SELLING AN IDEA TO THE BOSS

- Clearly specify the idea
- Profitable
- Problem $\xrightarrow{\text{Def.}}$ solution
- A diagram consisting of five dots arranged in a pentagonal pattern. Three arrows point from the top-left, top-right, and bottom-left dots towards a rectangular box on the right. The box contains the word "Automation".
- Improvement of org. internal processes
- Clear ideas // realistic
- Benefit customers and org.
- Related to bosses goals
- Less expensive, more efficient
- Less time consuming
- High maintenance cost
- Warranty
- High volume and quality production
- Motivation + high-skilled workers
- New business opportunities

SELLING AN IDEA TO THE BOSS

„Office space“

- Better hiring-power
- Less stress
- Less crowded
- Place for activities
- Ability to have more equipment
- Better kitchen / utilities
- Better location
- Better view
- Tours (investors / students etc.)
- Increased production
- Bad stuff
- Cost more



Rent Extra staff Equipment

- More responsibilities
- Risk of too much space
- Less communication