



# THE PMO: THE SECRET TO CLOSING THE STRATEGY TO EXECUTION GAP

*Laura Barnard  
Chief IMPACT Driver*

# PMO STRATEGIES

*with Laura Barnard*



**Laura Barnard, PMP, Prosci, CAL, IES  
Chief IMPACT Driver, PMO Strategies**

- Top Global PMO Influencer (PMOGA)
- 25 years with PM and PMOs
- 10 years PMO/PM consulting/training
- 15 years running PMOs
- Co-Founder of PM4Change.org
- Host, PMO Strategies Podcast
- Host, PMO IMPACT Summit
- 18 years board service in PM

*I'm going to help you get laser-focused on exactly what it takes to build the PMO or strategy delivery team your organization needs to thrive and show you what you'll need to do to drive undeniable business value for your organization.*

*Even if you are just getting started!*



*For organizations to thrive, they must figure out how to align strategy, delivery, and results.*





**40% OF EXECUTIVES SAY  
ENTERPRISE ACCOUNTABILITY AND  
LEADERSHIP ARE NOT ALIGNED ON  
STRATEGY EXECUTION**


**LEADERSHIP NOT ALIGNED WITH STRATEGY**

The background features a hand holding a pen over a tablet. The tablet displays various analytics charts, including a line graph for 'Visitors Overview' and a pie chart for 'Traffic Sources Overview'. The text '60% OF ORGANIZATIONS DON'T LINK THEIR BUDGETS TO THEIR CORPORATE STRATEGY' is overlaid in large white letters.

# 60% OF ORGANIZATIONS DON'T LINK THEIR BUDGETS TO THEIR CORPORATE STRATEGY

MONEY NOT ALIGNED WITH STRATEGY





**61% OF EXECS STRUGGLE TO  
BRIDGE THE GAP BETWEEN  
STRATEGY FORMULATION AND  
IMPLEMENTATION**

**EXECUTION NOT ALIGNED WITH STRATEGY**



# 95% OF THE TYPICAL WORKFORCE DOESN'T UNDERSTAND THEIR COMPANY'S STRATEGY

PEOPLE NOT ALIGNED WITH STRATEGY



A man in a dark suit and tie is sitting at a desk, covering his face with both hands in a gesture of despair or frustration. In the background, another person's hand is visible, resting on the man's shoulder. The scene is set in a professional office environment with a desk containing a tablet, papers with charts, a calculator, and a coffee cup. The entire image has a purple tint.

# 40-60% OF PROJECTS ARE CONSIDERED FAILING TO MEET BUSINESS GOALS AND QUALITY METRICS

PROJECTS AND TEAMS STRUGGLE



# 86% OF PROJECT PRACTITIONERS REPORT NOT HAVING ENOUGH RESOURCES TO MEET PROJECT DEMANDS

PROJECT TEAMS NOT SETUP FOR SUCCESS





**71% OF PROJECTS ARE  
NOT WELL-ALIGNED  
WITH STRATEGIC  
BUSINESS PRIORITIES**

**PROJECTS NOT TIED TO STRATEGY**



# 50% OF PROJECT LEADERS AREN'T USING STRATEGIC INSIGHTS TO DRIVE PRIORITIZATION

PROJECTS NOT TIED TO STRATEGY





# 68% OF STAKEHOLDERS PERCEIVE THEIR PMOS TO BE BUREAUCRATIC

RELATIONSHIPS WITH PMO STRUGGLE

**AND 50%+ OF PMOS  
ATTEMPTED NEVER  
BECOME OPERATIONAL**

FAILURE TO LAUNCH



A woman with blonde hair is sitting at a desk, resting her head on her hand. In front of her is a laptop displaying a presentation slide with various images. To the left, there are several spiral-bound notebooks, one with a sticky note that says "Now your to do". To the right, a pair of glasses is in its case. The entire scene is overlaid with a semi-transparent purple filter.

**50% OF PMOS THAT DO  
LAUNCH CLOSE WITHIN  
THREE YEARS**

PMOS FAIL TO DELIVER

*The typical guidance on PMOs doesn't work or the results would be better.*



*Stop following the typical advice if you want to stop getting the typical results.*



*...the alignment of the PMO to the goals of the organization is key to driving strategy implementation.*

PMI Pulse of the Profession



# Pain points you hear



- ✓ Don't know what's happening in organization
- ✓ So many changes, work can't be planned
- ✓ Projects don't achieve business benefits
- ✓ Projects take too long and cost too much
- ✓ Ownership and accountability are unclear
- ✓ Every department has different priorities
- ✓ Decisions take too long which delays projects
- ✓ Resources spread so thin work is stuck
- ✓ Project results are unpredictable
- ✓ Every project is number one priority

# IMPACT ENGINE SYSTEM™

- 1 DISCOVER THE IMPACT MINDSET
- 2 ASSESS THE ORGANIZATION
- 3 DEFINE HIGH-IMPACT SERVICES
- 4 PLAN THE IMPACT JOURNEY
- 5 DELIVER SUSTAINABLE VALUE
- 6 EVOLVE THE IMPACT ENGINE





# IMPACT ENGINE SYSTEM™



**1 DISCOVER THE IMPACT MINDSET**

**2 ASSESS THE ORGANIZATION**

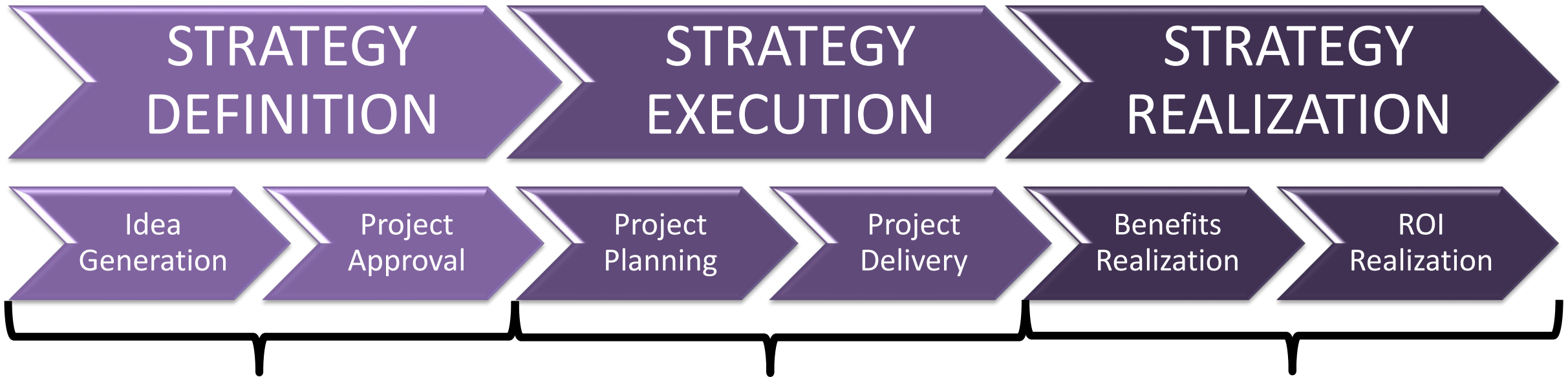
**3 DEFINE HIGH-IMPACT SERVICES**

**4 PLAN THE IMPACT JOURNEY**

**5 DELIVER SUSTAINABLE VALUE**

**6 EVOLVE THE IMPACT ENGINE**





**BUSINESS  
HAS GAPS**

**USUAL  
FOCUS**

**BUSINESS  
HAS GAPS**

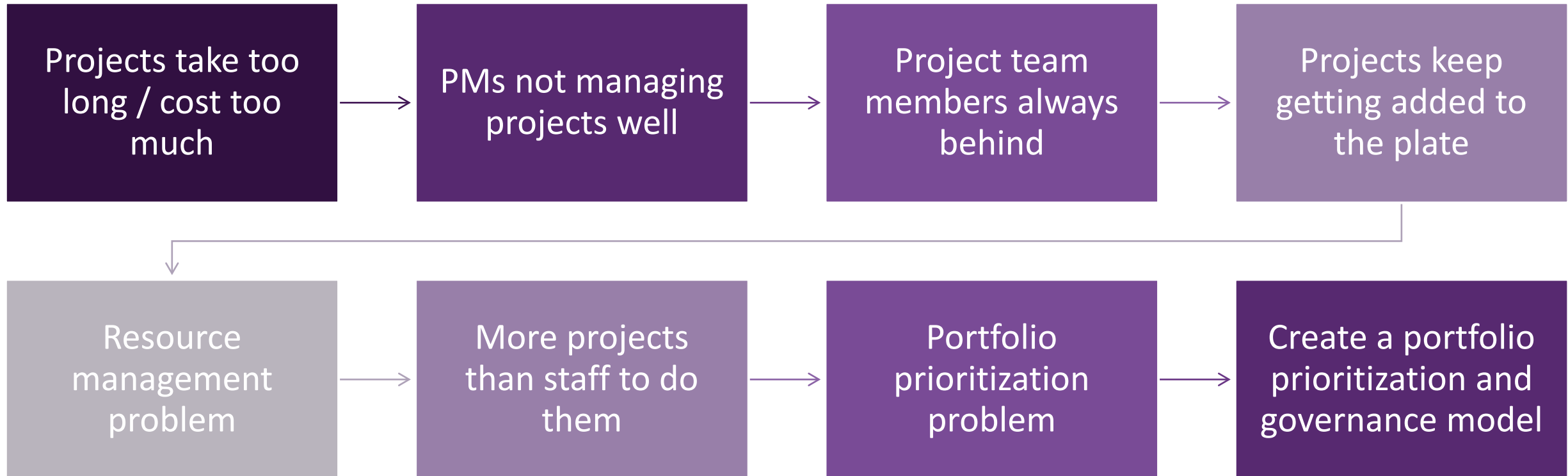
*Your value isn't tied to  
the quantity of stuff you  
create but the **IMPACT**  
you help them make.*



*Most of the value you  
can contribute as a  
PMO isn't even in the  
strategy execution stage.*

*You must address the  
**root causes** of each pain  
point so you can **solve**  
**the right problems.***

# Root Cause Analysis





# What's really happening...



- ✓ More projects than staff to do them
- ✓ Resources pulled in too many directions
- ✓ Success criteria for projects unclear
- ✓ Conflicting priorities causing confusion
- ✓ Strategy unclear
- ✓ Business leaders not aligned

*You must help business leaders realize their business strategy with the highest possible return on investment by driving outcomes, not outputs.*

# IMPACT ENGINE SYSTEM™

- 1 DISCOVER THE IMPACT MINDSET
- 2 ASSESS THE ORGANIZATION
- 3 DEFINE HIGH-IMPACT SERVICES
- 4 PLAN THE IMPACT JOURNEY
- 5 DELIVER SUSTAINABLE VALUE
- 6 EVOLVE THE IMPACT ENGINE





# ... STRATEGY DEFINITION ...



SET PROJECTS UP FOR SUCCESS



Create Strategic Alignment



Guide Portfolio Prioritization



Single-Task Focus / Staggering



Define Clear Success Criteria



# STRATEGY EXECUTION



## ACCELERATE VALUE DELIVERY



Streamline Process / Templates



Educate Stakeholders



Align People/Work to Strategy



Drive Actions and Decisions

# ... STRATEGY REALIZATION ...



ENABLE BUSINESS VALUE



Define PMO/PM Success Metrics



Measure IMPACT Not Quantity



PM is the Means not the End



Become the Strategy Navigator



**Remember...**

*Project management is NOT the end game.*

*Project management is simply the process we use to drive business results and the **PMO** is the **ENGINE** that generates that **IMPACT** for an organization.*





# IMPACT ENGINE

---

Your path to build and elevate your PMO / SDO

*Personal Invitation...*



YOUR A SEAT AT THE TABLE STARTS HERE

# IMPACT ENGINE SYSTEM™

---

REGISTER NOW: [PMOSTRATEGIES.COM/IES](https://PMOSTRATEGIES.COM/IES)