



# Pittsburgh Chapter of the PMI

[www.PittsburghPMI.org](http://www.PittsburghPMI.org)

April, 2006

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## Monthly Chapter Meeting Schedule

Date: April 13, 2006

### Agenda:

- 5:00 Financial Services SIG
- 6:00 Dinner
- 7:00 Chapter Meeting and Presentation

### Location:

Engineering Society of Western Pennsylvania (ESWP)  
337 4th Avenue  
Pittsburgh, PA 15222

To make meal selection and reservations, please call 412-261-4300 before noon on Wednesday April 12, 2006. Without reservations, your meal will be the Chef's choice. Dinner cost is \$25.

## Chapter Meeting

April 13, 2006

7:00 PM

### Title: Effective Communications On Project Teams

Effective communications on project teams is essential for project success, and inter-personal communication is influenced by numerous actors. In this presentation, one factor of communications, a person's culture, will be examined. This presentation will look at the various dimensions of culture and how these dimensions can effect communications, team relationships, and overall project performance.

**Speaker:** Everett Rodriguez

## Want to add articles or important information to the Newsletter?

### Submission Deadlines:

May Newsletter: April 16

June Newsletter: May 16

July Newsletter: June 16

Submit by e-mail to:

[Newsletter@PittsburghPMI.org](mailto:Newsletter@PittsburghPMI.org)

## April Financial Services SIG

April 13, 2006

5:00 PM

### Title: Managing Emerging-Technology Projects

Financial Institutions can't usually afford to replace their legacy systems when a new technology is introduced to the marketplace. This session will focus on how to manage projects that launch emerging technologies that need to interface with existing legacy systems.

**Speaker:** Chris Bissert

**April Financial Services SIG  
Speaker Bio  
Chris Bissert**

Chris Bissert is President of Bissert Consulting, Inc. and offers Program Management, Project Management and Consulting Services to companies needing to build new applications, enhance existing systems and take new technologies to market.

A few of Chris's new technology projects in financial services include:

- One of the first 20 online banking applications in the country
- Established one of the first EBPP (electronic bill presentment and payment) services in the country
- Active team member of the NACHA committee that wrote the EBPP standards for the industry
- Third party EBPP application to allow medium and small size brokerage companies to offer Electronic Bill Presentment and Payment to their customers
- The first wireless web financial data application in the Pittsburgh tri-state area
- Provided the vision and launched the first on-us payment application which has become the industry standard in banks being able to pay themselves in 24 hours
- A transfer warehouse application to simplify money movement via the internet and interface the solution with traditional access channels
- Credit card application that interfaces with all appropriate legacy applications and third party reward vendors
- Guest lecturer for Carnegie Mellon University's Masters in Electronic Commerce program on EBPP

**April Chapter Meeting  
Speaker Bio  
Everett Rodriguez**

Everett Rodriguez has 25 years of experience in Information Technology covering a variety of roles including micrographics, telecommunications, application development, systems and business analysis, and project management.

He has been with FedEx Ground, formerly "RPS, Inc." for the past 18 years. He is currently the Senior Manager of the Project Management and Business Systems Analysts group within the Information Technology department at FedEx Ground in Pittsburgh, PA.

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## SPECIAL ANNOUNCEMENTS

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### **Wanted: Nominations for “Spotlight on Project Managers”**

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Beginning with the May issue of the newsletter, we would like to begin shining the “spotlight” on members of the Pittsburgh Chapter. If you would like to see a fellow member recognized for their project management skills, for their successful completion of a difficult or complex project, for their commitment to mentoring new project managers, for their volunteer work to either PMI or their community, or just because they are interesting or fun, please go to the Chapter website, [www.PittsburghPMI.com](http://www.PittsburghPMI.com), and click on the Spotlight on Project Managers Nomination form hyperlink.

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### **Project Management Podcast Available**

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The Project Management Podcast, a free "internet radio show", is hosted by Cornelius Fichtner, PMP and brings project management topics to beginners and experts. The show is an entertaining and educational mix of both current trends and best practices in project management. Using podcatcher software such as iTunes or iPodder you can subscribe to the show and have it automatically downloaded to your MP3 player. No player? No problem! You can also just listen to the show on your computer speakers. Individual episodes and subscription links are available at <http://pmpodcast.blogspot.com>.

*Disclaimer: This information is provided for the convenience of the members of the Pittsburgh PMI. This is not intended as an endorsement of the authors/providers or the products or services they provide.*

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## Featured Article - Use Your Resume To Help Negotiate a Higher Salary

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Most job seekers believe that salary negotiation starts once they have an offer in hand, but nothing could be farther from the truth. In fact, your resume can make the difference between negotiating at the top end of the salary range—or the bottom end—in your next job offer. If that sounds strange to you, consider the following points:

- A prospective employer's first impression of you is created entirely by your resume.
- The employer's first impression of you will assign a value and build a level of urgency for the employer to contact you—before someone else does.
- First impressions are nearly impossible to change.

If your resume sells your skills short, then you can't expect to receive offers at the upper end of your salary scale. Your current resume could be losing you thousands of dollars in income power. By making a few key changes in your resume now, you can position yourself for higher salaries in the future.

There are three resume strategies for promoting high salary negotiation success:

### 1. **Show that you are a high return on investment with quantifiable results.**

Many job seekers throw around the phrase "results oriented", but they fail to back it up with concrete evidence—leaving the reader to conclude otherwise. You may feel that you have no quantifiable evidence of your value in previous jobs, but every job has quantifiable results that can better reflect your worth on your resume. Revenue, sales dollars and material costs are not the only results that use numbers.

Consider using the number of man-hours saved in process improvements, the percentage of repeat customers, or the number of peers helped by a particular efficiency to help reflect your abilities. Every employee is hired to solve problems, and most problems have some quantifiable element at their core.

### 2. **Illustrate the breadth of your experience.**

Notice the use of the word "breadth" rather than "length" of experience. Just because a candidate has been doing a job for a long time does not necessarily mean he is worth more. Breadth of experience focuses on quality, not quantity.

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There are two key ways to express breadth of experience:

- Industry knowledge

Since industry expertise is usually in high demand, you can show your value through insider understanding of industry issues.

- Transferable skills

If your career spans many industries within the same occupation, highlight the transferable skills that have enabled you to bridge the gaps from industry to industry.

### **3. Entice the reader to want to know more about you.**

Job seekers often make the mistake of assuming that the job of their resume is to inform the reader. Not so! The ONLY job of your resume is to entice the reader to want to know more about you.

What that translates to is an understanding of what to include and what to leave off your resume. Too much detail can distract the reader and lose his interest, but not enough information, and the reader will wonder what you have been doing with your life. A proper balance between detail and result will win the reader's interest and leave them saying, "I've got to call this guy for an interview today!"

A professional resume writer can create a resume that sells you as a high return on investment. By portraying you as someone with great breadth of experience and a wide range of critical skills, potential employers will see you immediately as someone of high value, building their vision—and your self-confidence—of you in the upper end of the salary scale.

Deborah Walker, CCMC  
Career Coach ~ Resume Writer  
Find more job-search tips and resume samples at:  
[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)  
Email: [Deb@AlphaAdvantage.com](mailto:Deb@AlphaAdvantage.com)

## Event Schedule

**Please contact Mike Rapach, VP of Programs, at [Programs@PittsburghPMI.org](mailto:Programs@PittsburghPMI.org) if you have a topic you would like to see addressed in a future meeting, if you or someone you know would be interested in presenting, or if you have an advance question for any of our presenters.**

Date	Program Type	Presenter	Title	Location
4/13/2006	Financial Services SIG Presentation	Chris Bissert	Managing Emerging Technology Projects	ESWP
4/13/2006	Chapter Meeting & Keynote Presentation	Everett Rodriguez	Effective Communication on Project Teams	ESWP
5/11/2006	Healthcare SIG Presentation	Pat Vaia	BPR (Business Process Reengineering) Guidelines for Better Project Management	ESWP
5/11/2006	Chapter Meeting & Keynote Presentation	Lee Lambert	Things Your Mother Never Taught You about Project Management	ESWP
5/24/2006	IT SIG Presentation	TBD	TBD	Pittsburgh Technology Council
6/8/2006	Financial Services SIG Presentation	TBD	TBD	ESWP
6/8/2006	Chapter Meeting & Keynote Presentation	Jill Lublin	The Art of Personal Marketing - Successful Strategies for Life Management	ESWP
9/14/2006	Healthcare SIG Presentation	TBD	TBD	ESWP
9/14/2006	Chapter Meeting & Keynote Presentation	TBD	TBD	ESWP
9/25/2006	IT SIG Presentation	TBD	TBD	ESWP

## New Chapter Members

Please join us in welcoming the following new members to the chapter:

**Lisa D Burek**  
**John S Catlos, PMP**  
**Nicholas Cormas Jr.**  
**Rachel Dolor**  
**Frederick M Ervin III**  
**Michael A Falcocchio**  
**Sara J Fielder**  
**Albert J Fletcher**  
**Steven A Hanz**  
**Diosdado J. Harcar**  
**William P Heckel III**  
**Douglas W Hill**  
**Brenda L Hill**  
**Frederick P Hughes**  
**Michael D. Klier, PMP**  
**Harold L. Knisley**  
**Kristin A Lersch**  
**Jeff J Mahronich**  
**Jason J Maselli**  
**Kathryn Maurin**  
**Kelly M Novic**  
**Carmella Orsini**  
**Robert A Osterrieder**  
**Alan Palguta**  
**Manoj L. Pinto, PMP**  
**Lakshminarasimhan Raghunathan**  
**Jason D Riddle**  
**Timothy T Schultz**  
**Kenneth T Stehli Jr.**  
**John D Sweeney**  
**Michael T Wertz**

## Chapter Contacts

**President**

Larry Mack, PMP ..... [President@PittsburghPMI.org](mailto:President@PittsburghPMI.org)

**Ex-Officio President**

Ed Rosenstein, PMP ..... [ExOfficio@PittsburghPMI.org](mailto:ExOfficio@PittsburghPMI.org)

**VP Treasurer**

Ray Luncher, PMP ..... [VP\\_Treasurer@PittsburghPMI.org](mailto:VP_Treasurer@PittsburghPMI.org)

**VP Membership**

Linda Schumacher, PMP ..... [VP\\_Membership@PittsburghPMI.org](mailto:VP_Membership@PittsburghPMI.org)

**VP Communications and Publicity**

Melanie Connell, PMP ..... [VP\\_Communications@PittsburghPMI.org](mailto:VP_Communications@PittsburghPMI.org)

**VP Education & Certification**

Shirley Waselko, PMP ..... [VP\\_Education@PittsburghPMI.org](mailto:VP_Education@PittsburghPMI.org)

**VP Programs**

Mike Rapach, PMP ..... [VP\\_Programs@PittsburghPMI.org](mailto:VP_Programs@PittsburghPMI.org)

**Executive Director**

Dick Kimball ..... [ExecDirector@PittsburghPMI.org](mailto:ExecDirector@PittsburghPMI.org)

**IT SIG**

Fred Arnold ..... [ITSIG@PittsburghPMI.org](mailto:ITSIG@PittsburghPMI.org)

**Webmaster**

John Rose, PMP ..... [Webmaster@PittsburghPMI.org](mailto:Webmaster@PittsburghPMI.org)

**Email Coordinator**

Nancy Cole, PMP ..... [Email@PittsburghPMI.org](mailto:Email@PittsburghPMI.org)

**Newsletter Coordinator**

Christine Morgan Korber, PMP ..... [Newsletter@PittsburghPMI.org](mailto:Newsletter@PittsburghPMI.org)

**Healthcare SIG (local)**

Matt Craig ..... [healthcarelig@PittsburghPMI.org](mailto:healthcarelig@PittsburghPMI.org)

## New Chapter PMPs

Please join us in congratulating the newest chapter PMP's!

**Timothy J. Beck, PMP**  
**Edward M. Lillion, PMP**  
**Linda L. Lutes, PMP**

## E-Mail Address

Just a reminder to keep your contact information up-to-date in the Members section of the national website, [www.pmi.org](http://www.pmi.org).

Your monthly newsletter and all other Chapter communications will be sent to your primary e-mail address listed under your Contact Information.