

AscendantSM consortium

Increasing Value and Lowering Risk—Our Unique Expertise

- 1. Estimating the True Worth of Projects**—You can't get radically high value if you're not working on a valuable project!
 - Evaluate your project against the 37 most common value creation areas
 - Correct for egocentricity biases at the project level
 - Correct for system-wide effects
 - Correct for likelihood of success
- 2. Evaluating the Need for Outside Help**—Consultants are often brought in when a perfectly satisfactory solution is available in house.
 - Three prioritization factors
 - Two cost/difficulty factors
 - A strategic map of project options
- 3. Fine Tuning Project Type**— Many executives don't realize there are only 5 types of projects which will deliver value. Clarifying project type is a big leap forward in value potential.
 - Refine the desired outcome
 - Review the four consulting outcome questions
 - Step up the decision ladder
- 4. Designing Project Context**— The four parts of a project's context are the most important requirement for finding the right consultant and building the best contract. You will experience a big "aha!" moment on this step.
 - Desired outcomes
 - Indicators of success
 - Concerns and risks
 - Project value
- 5. Finding the Ideal Consultant**—There are six types of consultants, and only one of them is right for your project.
 - Compare the six consultant types vs. desired outcomes
 - Review the range and source of expertise available
 - Identify the optimal experts
- 6. Choosing the Best Contract Structure**—Time and materials contracts are, in most cases, archaic and inappropriate for consulting projects. We have perfected seven different contract structures which cover every situation.
 - Examine project leeway and boundedness
 - Compare pros and cons of the seven possible project structures
- 7. Identifying and Reallocating Risk**—The single area where we have added the most breakthrough thinking in the field of consulting is risk management.
 - Review the 20 most common sources of risk
 - Develop risk allocation options and bundles
 - Design sophisticated trading space for negotiation with consultants
 - Lead negotiation or renegotiation and lock in optimal contracts
- 8. Prepping Your Company for Radical Helpfulness**— The best doctor in the world can't help you if your body rejects the cure, which is what happens in many organizations.
 - Set optimal transparency, inclusion and communication
 - Reduce ambiguity
 - Shape project timing for optimal acceptance
 - Install early warning systems to spot the 6 most common causes of project failure
 - Identify exemplars and avatars
- 9. Inserting Technology to Boost Efficiency**—Some consulting companies still feel it's necessary to have people on site full time and flying around the world to client sites.
 - Review work plan
 - Review technology usage
 - Evaluate geographic networks and capabilities
- 10. Guaranteeing Long Term Effectiveness**—The true worth of a consulting project emerges six months or a year or more after the consultant leaves.
 - Examine project plan versus the 8 most common causes of project failure and value dissipation
 - Evaluate project plan against CUBES best-practice framework for value longevity
 - Evaluate desired outcomes and project plan against short-term and long-term learning curves

To learn more...

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