# DRIVING RESULTS IN PROJECT MANAGEMENT



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

# Introduction

Driving Results in Project Management examines how delivery leaders move from activity to measurable outcomes when time, attention, and authority are all scarce. This Training Course covers execution discipline, prioritisation, decision rights, and performance accountability. Participants study the PMBOK Guide performance domains, the 4 Disciplines of Execution with wildly important goals and lead measures, OKRs and Hoshin Kanri X-matrix deployment, the Balanced Scorecard and strategy map, the Eisenhower matrix and MoSCoW prioritisation, DACI and RAPID decision frameworks, earned value management with SPI, CPI and TCPI, the OODA loop for fast decision cycles, Kotter's change model, RACI responsibility assignment, Statistical Process Control with control charts and run rules, and benefits realisation management. Furthermore, the programme connects leadership behaviour to delivery through execution labs, decision rehearsal workshops, and results review simulations. As a result, delegates leave able to drive results rather than report activity.

# Driving Results in Project Management Course Objectives

- Define result-driven project management and its contrast with activity reporting.
- Apply the PMBOK Guide performance domains to delivery discipline.
- Apply the 4 Disciplines of Execution to priority focus.
- Deploy objectives with OKRs and the Hoshin Kanri X-matrix.
- Prioritise work with the Eisenhower matrix and MoSCoW.
- Clarify accountability with DACI, RAPID, and RACI.
- Apply earned value management with SPI, CPI, and TCPI.
- Use the OODA loop to shorten decision cycles.
- Apply Kotter's change model to delivery-driven change.
- Measure delivered benefits and sustain results over time.

GENTEX® TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

## Course Methodology

- Interactive workshops using real project and programme files.
- Execution discipline and priority-focus labs.
- Decision rights and accountability design exercises.
- Earned value and decision-cycle workshops.
- Results review and course correction simulations.
- Action planning that converts each session into a workplace commitment.

## Who Should Take This Course

- Project and programme managers.
- Delivery leads and team leaders.
- PMO analysts and performance officers.
- Functional managers supplying project resources.
- Transformation and change programme leads.
- Business sponsors of delivery work.
- Consultants engaged on delivery improvement.

## Driving Results in Project Management Course Outlines

## Day 1: From Activity to Results

- Result-driven delivery defined versus activity reporting.
- The PMBOK Guide performance domains applied to discipline.
- Output, outcome, and benefit distinctions in practice.
- The cost of multitasking and priority fragmentation.

- Common failures: busy teams, no decisions, no measurable result.
- Building the results framework pack.

## Day 2: Focus, Priorities, and Wildly Important Goals

- The 4 Disciplines of Execution and its four disciplines.
- Defining wildly important goals and lead measures.
- The Eisenhower matrix and MoSCoW prioritisation.
- Limiting work in progress and protecting focus time.
- OKRs and the Hoshin Kanri X-matrix for deployment.
- Aligning the portfolio to the few things that matter.
- Building the priority and focus pack.

## Day 3: Decision Rights and Accountability

- DACI and RAPID decision framework application.
- RACI responsibility assignment and accountability design.
- Decision latency measurement and escalation design.
- Meeting design that ends in decisions, not updates.
- Delegation, authority, and empowerment practice.
- Handling competing priorities across functions.
- Building the decision and accountability pack.

## Day 4: Control, Evidence, and Course Correction

- Earned value management: planned value, earned value, actual cost.
- Schedule performance index, cost performance index, and TCPI.
- Milestone trend analysis and variance investigation.

- The OODA loop for fast, evidence-based decisions.
- Statistical Process Control with control charts and run rules.
- Recovery planning and re-baselining discipline.
- Building the control and correction pack.

## Day 5: Change, Benefits, and Sustained Results

- Kotter's change model applied to delivery-driven change.
- Benefits realisation management and benefit mapping.
- Stakeholder engagement and communication for momentum.
- Reporting results to sponsors and executive leadership.
- Preventing gaming: optimistic reporting and activity inflation.
- Lessons learned and sustained performance practice.
- Personal action plan and continuous improvement.

## Conclusion

By successfully completing Driving Results in Project Management, participants will have acquired a practical command of execution discipline, priority focus, decision-rights design, earned value control, course correction, change leadership, and benefits measurement. They will know how to reduce the number of active priorities, make decisions at a defined point rather than drifting, and measure delivered benefit rather than effort spent. In addition, the course prepares delegates to lead delivery-driven change and to report results honestly to sponsors. As a result, they return to work ready to drive results rather than report activity. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

# FAQs for the Driving Results in Project Management course

## Q1 What is the "Driving Results in Project Management" course about?

It is a five-day programme on moving from activity to measurable outcomes when time, attention, and authority are scarce. It covers the 4 Disciplines of Execution, OKRs and the Hoshin Kanri X-matrix, Eisenhower and MoSCoW prioritisation, DACI and RAPID decision rights, earned value management, the OODA loop, and benefits realisation.

## Q2 What are the key benefits of the "Driving Results in Project Management" course?

Participants gain the ability to reduce the number of active priorities, make decisions at a defined point rather than drifting, and measure delivered benefit rather than effort spent. They also learn to lead delivery-driven change and to report results honestly to sponsors.

GENTEX® TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

## Q3 What skills will I gain from the "Driving Results in Project Management" course?

Result focus with PMBOK performance domain application, output, outcome and benefit distinction, and 4 Disciplines of Execution application, priority and deployment work with wildly important goal definition, lead measure design, Eisenhower matrix and MoSCoW application, work-in-progress limitation, OKR deployment, and Hoshin Kanri X-matrix construction, and decision, control and benefits with DACI, RAPID and RACI application, decision latency measurement, escalation design, meeting design, delegation practice, earned value interpretation, SPI, CPI and TCPI calculation, milestone trend analysis, OODA loop application, control chart application, run rule interpretation, recovery planning, re-baselining discipline, Kotter change step application, benefits realisation management, sponsor reporting, and anti-gaming practice.

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

# Q4 What tools, methods, or standards are covered in the "Driving Results in Project Management" course?

The course covers result-driven delivery defined versus activity reporting, the PMBOK Guide performance domains applied to discipline, output, outcome and benefit distinctions in practice, the cost of multitasking and priority fragmentation, common failures across busy teams, no decisions and no measurable result, the 4 Disciplines of Execution and its four disciplines, defining wildly important goals and lead measures, the Eisenhower matrix and MoSCoW prioritisation, limiting work in progress and protecting focus time, OKRs and the Hoshin Kanri X-matrix for deployment, aligning the portfolio to the few things that matter, DACI and RAPID decision framework application, RACI responsibility assignment and accountability design, decision latency measurement and escalation design, meeting design that ends in decisions rather than updates, delegation, authority and empowerment practice, handling competing priorities across functions, earned value management across planned value, earned value and actual cost, schedule performance index, cost performance index and TCPI, milestone trend analysis and variance investigation, the OODA loop for fast evidence-based decisions, Statistical Process Control with control charts and run rules, recovery planning and re-baselining discipline, Kotter's change model applied to delivery-driven change, benefits realisation management and benefit mapping, stakeholder engagement and communication for momentum, reporting results to sponsors and executive leadership, preventing gaming across optimistic reporting and activity inflation, and lessons learned and sustained performance practice.

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

## Q5 How is the "Driving Results in Project Management" course applied in real-world practice?

Delegates apply it through results frameworks, output and outcome registers, benefit statements, wildly important goal statements, lead measure sets, accountability cadence schedules, priority registers, Eisenhower matrices, MoSCoW prioritisation tables, work-in-progress limits, focus time plans, OKR alignment documents, X-matrix deployment charts, portfolio alignment papers, decision rights matrices, DACI charts, RAPID decision records, RACI charts, decision latency logs, escalation matrices, meeting agendas, decision logs, action registers, delegation agreements, authority matrices, competing priority registers, earned value reports, planned value registers, actual cost reports, SPI and CPI calculations, TCPI models, milestone trend charts, variance reports, OODA cycle records, control charts, run rule assessments, recovery plans, re-baselining proposals, change plans, Kotter step records, benefits realisation registers, benefit maps, stakeholder engagement plans, communication plans, sponsor reporting packs, executive dashboards, anti-gaming checklists, lessons learned registers, and sustained performance plans. They also use them to chair results reviews and to present delivered benefit to sponsors and executive leadership.