



### **Bridging the gap – how?**

This is an amalgam of two events; one PromsG in Central London in February 2015 and APM Birmingham July 2015

The group were asked "What can we do to bridge the gap between what the sponsor should be doing and what they are doing?" Below are their responses:

#### **Proms G. February 2015**

- Take the Sponsor to the pub – build rapport
- Clear delegation (time)
- Send them on a 2 day training course or to boot camp
- Define the roles of the project manager and sponsor more clearly
- Have/ use a Checklist
- Accountability
- Governance for project Sponsor

#### **APM Birmingham, July 2015**

- Do they have the interest in the project?
- Regular meetings
- Build relationships
- Understand the capabilities of the sponsor
- Ensure they will deliver or lose funding for the rest of the project
- Give sponsor sufficient time

- Give sponsor respect
- Remind them of the importance of the project
- Understand what they believe the sponsor role to be
- Manage upwards
- Agree areas of responsibility
- Reduce the number of projects have to deal with
- Explain the consequences of taking decisions and altering requirements
- Be politically savvy