The Uphill Climb to Success: It's Not Always Easy
Presented by: John J. Kennedy, CPPO, C.P.M.

Our current status?!?!

Workshop Objectives

- Help you understand the nature of your situation
- Obtain input from others in the profession that will help you in your particular situation
- Give you concrete steps that you can take and apply where you work
Defining the Problem

“It isn’t that they can’t see the solution. It is that they can’t see the problem.”
- G. K. Chesterton

Defining the Problem

What do we mean by “support,” i.e., “having the support of management?”

Categories for (the Sake of) Clarity

• In order to focus discussion
• In order to focus your learning
• In order to focus the application of what you’re learning
Does This Represent Your Management?

Or . . . Does This Represent Your Management?

3 Categories of Support

• Weak support
• No support
• Negative “support”
Symptoms of “Weak Support”
Let’s list some of the symptoms of receiving only weak support from management.

Symptoms of “No Support”
Let’s list some of the symptoms of not having the support of management.

Symptoms of “Negative Support”
Let’s list some of the symptoms where management does things that undermine your organization’s efforts.
Move On to The “Cure”

“Knowing the problem is half the cure.”

Move On to The “Cure”

“Knowing the problem is ONLY half the cure.”

Let’s Check Our Resources!
Our Most Important Resource

YOU!

Three Questions
1. What are you up against right now?
2. What have you done or tried to do?
3. What do you think you can do?

Steps to Success: #1

Do your job well, no matter what.
Steps to Success: #2
Set your own standards and stick to them.

Steps to Success: #3
Improve yourself professionally.

Steps to Success: #4
Help others “stay the course.”
Steps to Success: #5
Educate management.

Steps to Success: #6
Identify, and enlist the help of, “champions” who can bolster your work.

Steps to Success: #7
Network with others in the industry.
Steps to Success: #8

Document everything!

Steps to Success: #9

Be aware of “whistleblower” statutes, and follow them!

Steps to Success: #10

Final Words of Wisdom

“No matter how big and tough a problem may be, get rid of confusion by taking one little step toward solution. Do something.”

- George F. Nordenholt
Contact Me With the Good News!

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