

We Help National Research Laboratory Leaders and Teams Achieve Outstanding Results

Discover the Logical Framework Approach

Lab leaders at all levels are discovering that the *Logical Framework Approach* is the “missing ingredient” in their recipe for outstanding results. That’s because this management innovation provides a common language and smooth process for strategic thinking, planning, and action.

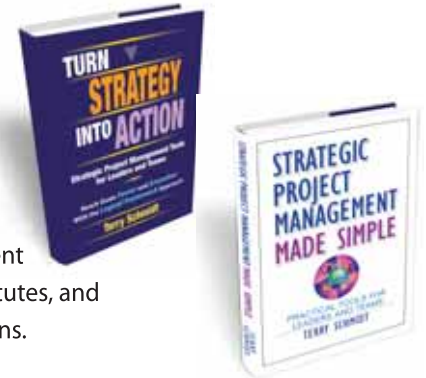
The *Logical Framework* integrates the best concepts from multiple methodologies into a simple interactive framework that readily scales to handle issues of all types.



The Logical Framework Matrix – A Roadmap for Strategic Execution

This best-practice approach will sharpen your strategy and jump-start critical initiatives faster than ever.

Originally developed to help USAID plan and implement projects in developing countries, Terry Schmidt has adapted this system to corporations, government agencies, research institutes, and technology organizations.



ManagementPro™ is a world-class solution provider that helps national research lab professionals apply proven strategic management concepts to their most important problems, issues and opportunities.

Company Founder Terry Schmidt is the recognized leading expert in the *Logical Framework Approach*, an emerging best-practice used by progressive organizations for issues of all types.

He authored the business best-seller *Strategic Project Management Made Simple*, and has led over 50 onsite lab consulting and training projects.

We deliver high-quality results through a custom blend of consulting, expert facilitation, and hands-on, project-focused workshops that engage stakeholders in the solution.



Terry Schmidt
Strategy Leader

Our Lab Experience



- Conducted over 50 on-site training and consulting programs for national lab managers, scientists, engineers, and SMEs.
- Launched a strategic planning process for the DOE’s National Training Center.
- Helped LLNL’s Global Security Program (CPOIS) to better integrate operations across multiple centers of technical excellence.
- Supported Sandia’s Energy Center in program clarification, research planning, and strategic alignment.
- Facilitated a joint LANL-Sandia taskforce to safely dispose of GTCC (Greater than Class C) sealed sources.
- Trained the LANL Inertial Confinement Fusion Campaign R&D team to design fusion experiments for the National Ignition Facility.
- Guided multi-lab technology leaders in creating a strategic plan for the US supercomputer initiative.
- Guided LLNL’s Safety and Security Division in developing a strategic plan and rolling out four critical initiatives.
- Coached the LANL safeguards Security Division (N-4) in developing a strategic plan to safeguard domestic and overseas nuclear assets.
- Facilitated a multi-day planning workshop for the CASTLE Project to develop a system to track accelerated decommissioning of excess nuclear weapons at Pantex.



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GET RESULTS!



“70% of all strategies and projects fail.”

– Fortune Magazine

Be Among the 30% that Succeed – Consistently!

Equip Yourself with Better Tools for Faster Times

The ability to execute key initiatives is critical to organization success, but smooth execution faces difficult obstacles along the way. Reduce those obstacles by equipping your leaders and teams with a common language and a proven step-by-step process to design executable action plans for strategies at any level.

Our concepts scale to accommodate projects of all types and sizes, and in every function and situation. When applied

early, they save time, unify stakeholders, reduce later headaches, and lead to predictable, successful results.

Our customized workshops combine “just enough learning” with hands-on application so that you emerge with actionable execution plans, committed teams, and a powerful new way of thinking. **Guaranteed!**



Empower Your Teams to...

- **Focus Everyone** on the same vision
- **Align Projects** to the big picture strategy
- **Create Action Plans** that actually work
- **Reduce Risk** and avoid later problems
- **Remain Agile** and respond to change
- **Operate Smoothly** as a unified team
- **Sharpen Goals** and make them measurable
- **Start Smart** and finish faster

The Logical Framework Makes Strategic Management Simple

Our core methodology is the **Logical Framework Approach**, a systems thinking tool whose power derives from how it blends multiple best concepts into a single visual matrix. This approach integrates the best ideas from strategic planning, project management, risk management, and the scientific method into a visual matrix for planning and communicating strategy.

Designing a winning strategy begins with answering the four strategic questions.

- 1. What are we trying to accomplish and why?
- 2. How will we measure success?
- 3. What other conditions must exist?
- 4. How do we get there?

These questions provide a springboard for deeper discussion, and the matrix captures answers in an organized fashion. Following this process avoids the premature

activity/budget focus of traditional project planning and increases your ability to achieve big-picture strategic objectives.

The LogFrame is not a “form to fill out”, but a dynamic thinking process that clarifies strategy using causal thinking. It adds special value at the “fuzzy front end”. These concepts readily adapt to efforts of all sorts and sizes, and are proven in organizations of all types. The system works – when you put it to work.

	Objectives	Success Measures	Verification	Assumptions
Goal	WHY?			
Purpose	WHY?			
Outcomes	WHAT?			
Inputs	HOW?	WHO?	WHEN?	



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Terry@ManagementPro.com | (206) 433-0700



Turn Strategy into Action!

Bring your most critical goals, projects, issues, opportunities, mandates or messes... leave with executable action plans.

Custom Facilitated Programs

Invite our team to masterfully facilitate your planning session and equip your leaders with fresh, essential skills to tackle their most challenging strategic issues, such as:

- Reinvent your department
- Develop/update strategic plans
- Build strong cross-functional teams
- Restart stalled efforts
- Develop IT solutions
- Improve critical processes
- Develop/launch marketing efforts
- Manage change initiatives

About Us



Terry Schmidt heads our virtual network of strategic planning and project management professionals. He is the founder of ManagementPro.com and dean of the Strategic Planning Academy (SPA).

Terry brings a wide spectrum of skills gained from his 30 years experience with clients in 38 countries worldwide.

Terry has helped hundreds of organizations successfully turn good ideas into outstanding results. He leads all our engagements and his clients include start-ups, fast-growing businesses, Fortune 500s, research laboratories, and government agencies.

Terry teaches strategy and project management to mid-career adults at the MIT Professional Institute, and at the UCLA Extension Technical

Management Program, where he is a top-rated instructor. He has guided hundreds of project teams and trained over 25,000 professionals.

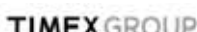
Active in the Association for Strategic Planning (ASP), he served on the national taskforce that developed the first-ever professional certification program for strategy professionals. Terry is a certified Strategic Management Professional (PMP #004) and a PMP.

The author of seven management books, Terry earned his BS in Aerospace Engineering from the University of Washington and his MBA from Harvard.

**Terry can be contacted at: (206) 433-0700
or Terry@ManagementPro.com**



Organizations We Assist Include...



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Custom Solutions for Your Needs

How We Partner With You

After clarifying your desired outcomes, we propose a solution approach using a custom blend of consulting, expert facilitation, and hand-on workshops. We actively engage stakeholders in the solutions and build internal capacity. We choose our clients carefully and aim for long-term relationships.

What We Do Well...

- 1. Develop/Upgrade Strategic Plans** – Build actionable plans to meet current or future needs.
- 2. Sharpen and Align Programs** – Review programs and realign to meet shifting missions and customer needs.
- 3. Facilitate Executive Sessions** – Help leaders resolve tough issues/themes through structured dialogue and decisions.
- 4. Train Managers and Teams** – Build skills at executive, team, and project levels.
- 5. Launch Task Forces** – Help special initiative and project teams get a fast and smooth start.
- 6. Guide Organization Change** – Put in place the right people, processes, and structures for planned change.
- 7. Improve Management Systems** – Identify gaps and add missing components.
- 8. Deliver Compelling Keynotes** – Provide content-rich information and inspiration.

Our Best Programs Include...

- Refresh Your Strategy**
Review and refine your mission, vision, strategy, priorities, and prioritize action plans for the future.
- Launch Key Initiatives**
Develop linked plans that guide your future and make it happen.
- Reinvent How You Plan**
Apply systems thinking principles to improve your long-range planning in ways that engage stakeholders.
- Tweak Your Internal Process**
Improve your internal communication with fewer meetings, and link up your major processes into an annual cadence.

"Takes you from the surreal to the real in strategic planning and execution."

– James Whalen, VP, DirecTV

"We used your method to organize and execute an Awards campaign that earned numerous nominations and awards, including an Oscar®."

– Don Levy, Senior VP, Sony Pictures Digital

"The benefits of planning with your approach are crystal clear."

– Adam Gilmore, Space Station Mechanisms Lead, NASA

"You changed how I do my planning and significantly increased my ability to reach my goals."

– Laurie Triplett, Environmental Physicist,
Los Alamos National Laboratory



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