

RICARDO
VARGAS

Developing Human Skills in Projects

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Ricardo Viana Vargas is a project, portfolio and risk management specialist. During the past 15 years, he has been responsible for over **80 major projects** in various countries in the areas of petroleum, energy, infrastructure, telecommunications, information technology and finances, comprising an investment portfolio of over 18 billion dollars.

He was the first Latin American volunteer to be elected Chairman of the Board for the **Project Management Institute (PMI)**, the largest project management organization in the world with close to 500,000 members and certified professionals in 175 countries.

Ricardo Vargas has written **ten books** on project management, published in Portuguese and English, which have sold over 200,000 copies throughout the world. In 2005 he received the PMI Distinguished Award for his contribution to the development of project management and the PMI Professional Development Product of the Year award for the PMDome® workshop, considered the best project management training solution in the world.

He is a project management professor for various MBA courses, and actively participates on editorial boards for specialized journals in Brazil and the United States. Vargas is a recognized reviewer of the **PMBOK Guide**, the most important reference in the world for project management, and also chaired the official translation of PMBOK into Portuguese.

He is a chemical engineer and holds a master's degree in Industrial Engineering from UFMG (Federal University of Minas Gerais). Ricardo Vargas also holds a Master Certificate in Project Management from George Washington University and is certified both as a Project Management Professional (PMP) by PMI and as IPMA-B by the International Project Management Association. He attended the Program on Negotiation for Executives at **Harvard Law School**.

Over an eleven year timeframe, which began in 1995, Ricardo, in conjunction with two partners, established one of the most solid Brazilian businesses in the area of technology, project management and outsourcing, which had a staff of **4,000 collaborators** and an annual income of 50 million dollars in 2006, when Ricardo Vargas sold his share of the company to dedicate himself on a fulltime basis to the internationalization of his project management activities.

He is a member of the Association for Advancement of Cost Engineering (**AACE**), the American Management Association (**AMA**), the International Project Management Association (**IPMA**), the Institute for Global Ethics and the Professional Risk Management International Association (**PRMIA**).



Objective

- Define competence and discuss the relationship between competence and change, as well as present the basic principles of competence and its direct impact on the project's success.



Competence is...

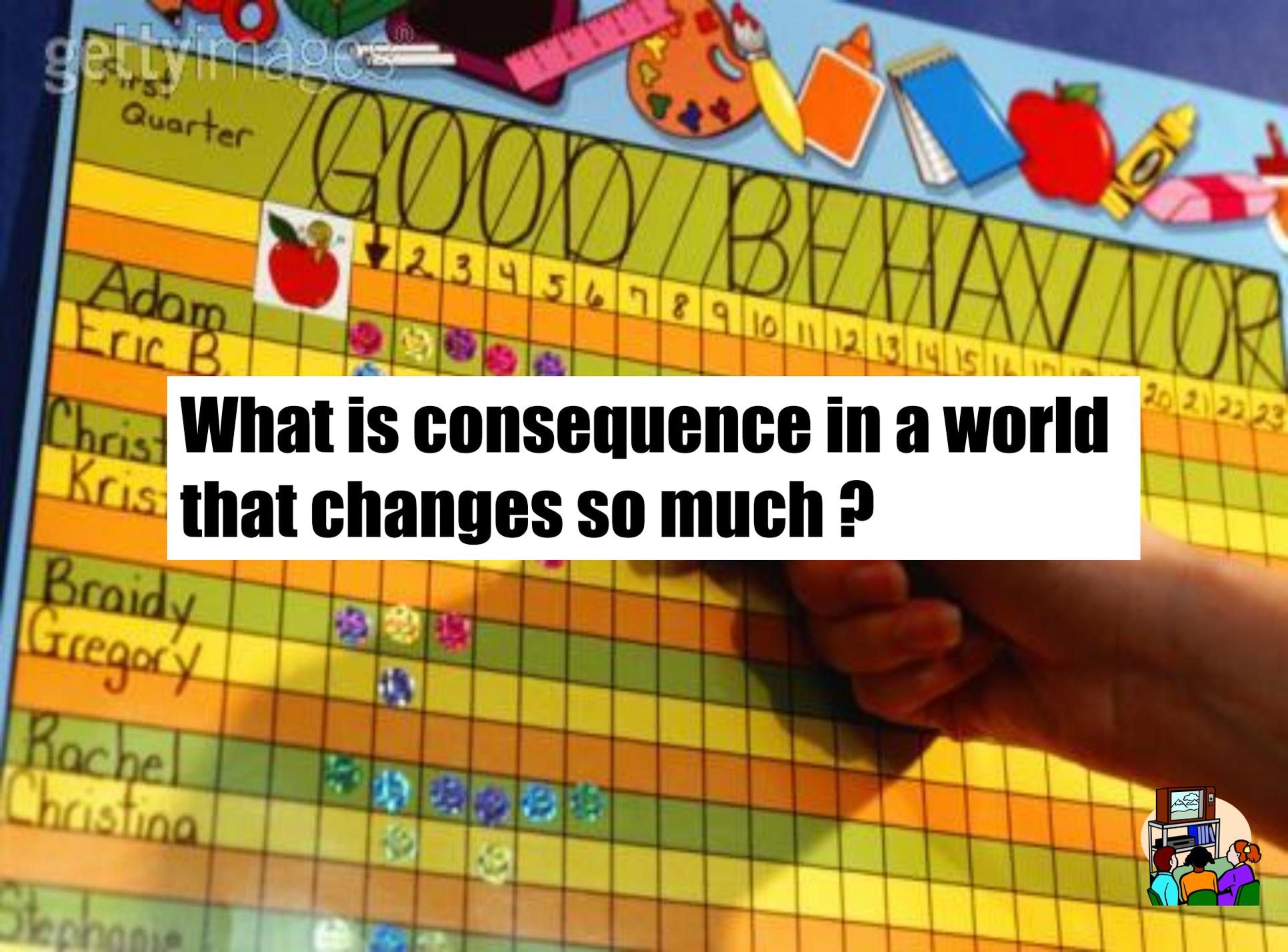


- ◉ A **person's** *ability to have sufficient **understanding** and awareness to **evaluate** the general path to a situation at which he/she participates, as well as the **consequence** of any act he/she might incur.*



Merriam-Webster

AUTHORITY & INNOVATION

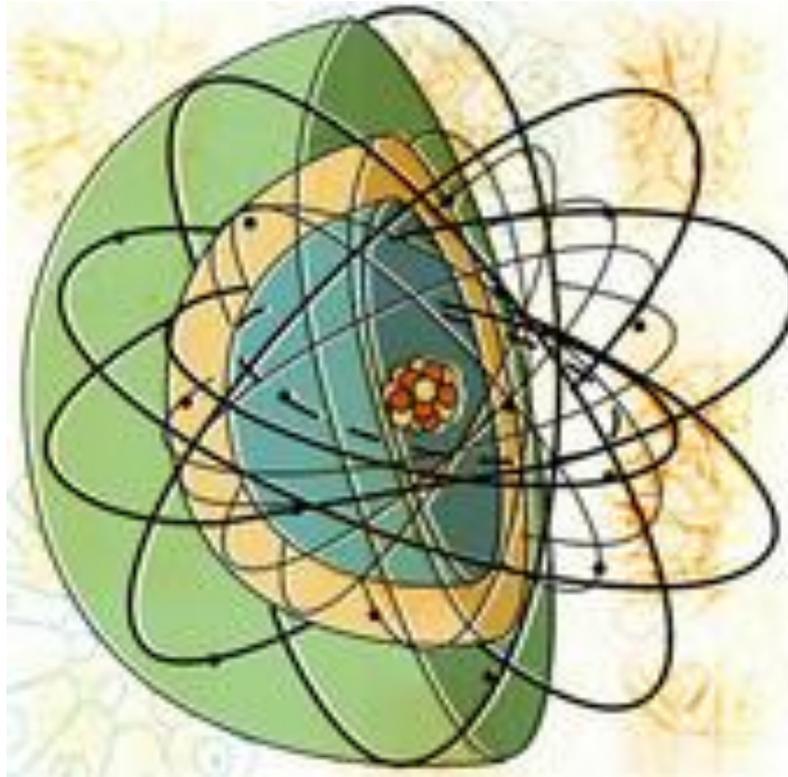


What is consequence in a world that changes so much ?



Competence...

- Is a part of an unchangeable nucleus.
- Originates from the right principles.

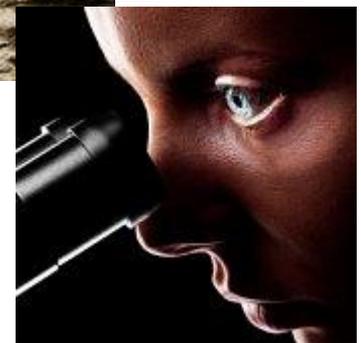
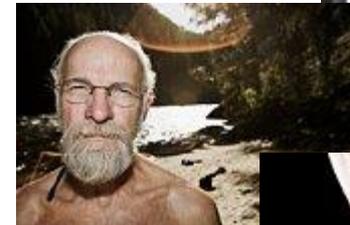
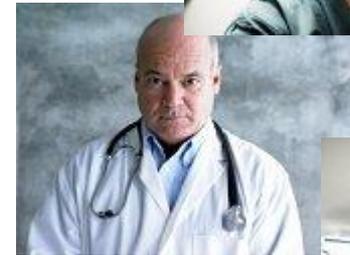


A microscopic view of plant cells, showing a grid-like structure of cells with thick, dark cell walls. The cells are roughly rectangular and arranged in a brick-like pattern. The interior of the cells is a bright yellow color, and the cell walls are a darker, brownish-yellow. The overall appearance is that of a cross-section of a plant stem or leaf.

10 Basic Principles of Competence

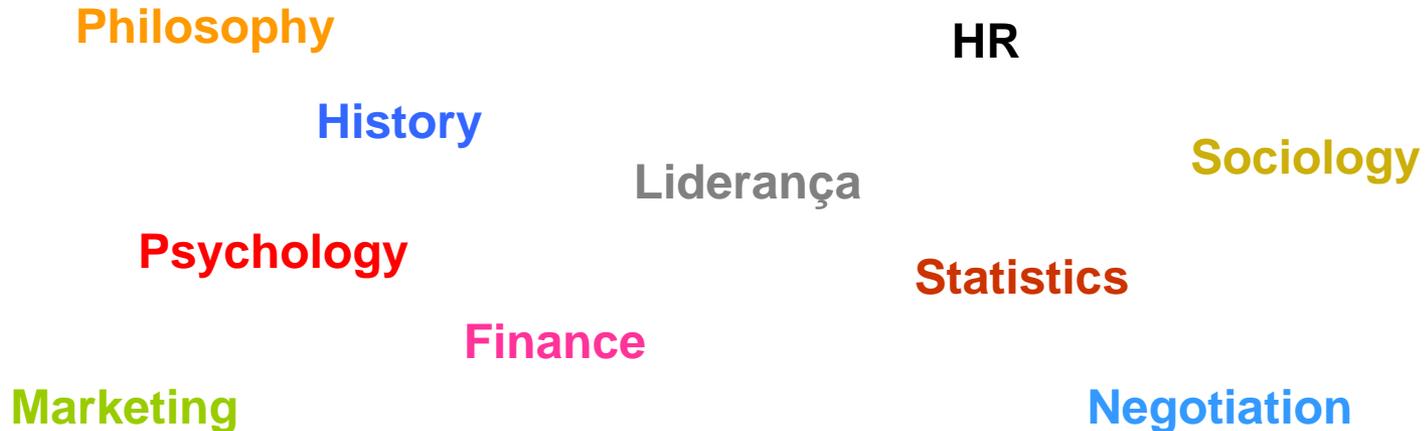
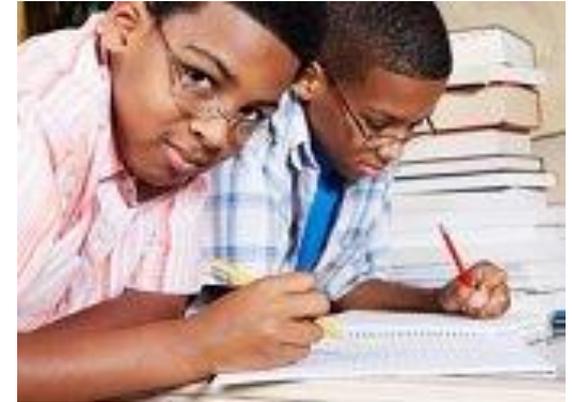
Principle #1 – Experience

- Competence comes from experience
- Practice improves the result
- Seek the challenges
- Learn from the mistakes
- Do as you preach



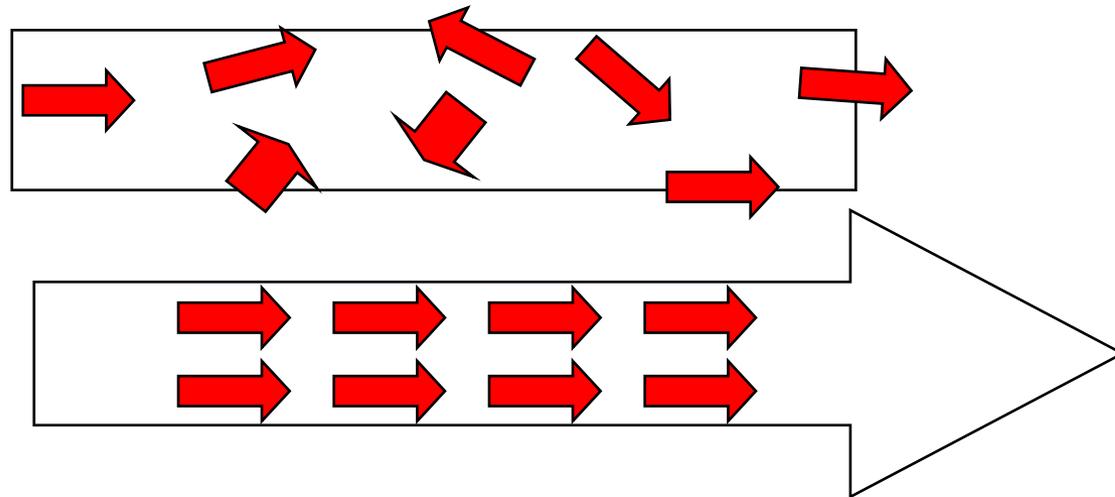
Principle #2 - Study

- Be obsessive with study
- Ignorance is not a virtue
- Think outside of the box
- No reason to study what you already know



Principle #3 - Focus

- Keep strengthening your principles
- Nobody can be brilliant in everything
- Know your target
- We live in a extremely dispersed world...



Principle #4 - Perfection

- Do not accept mediocrity
- Go for the best result with persistence
- In our world there is no second place
- Reliability brings credibility
- One can only be regarded as different when he/she achieves perfection



Principle #5 - Persistence



- Will power
- Resoluteness
- Try until achieve
- Never give up



Principle #6 Flexibility

- Focus on principles, flexibility to change
- Ability to adapt oneself to unexpected conditions
- There are no Standard conditions for temperature and pressure
- Most of the times a solution is possible when we move away from our original stand



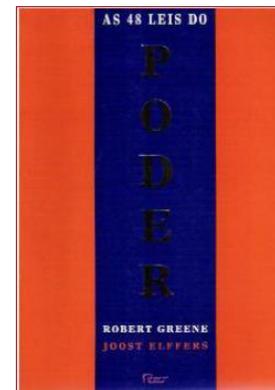
Principle #7 - Ethics

- Ethical conduct always reaches a good result
- Ethics now always gives immediate results
- The Brazilian culture is much centered getting on advantages in the short run
- A lot depends on reputation – Give your own life to defend it (48 Laws of Power)
- Institute for Global Ethics – www.globalethics.org



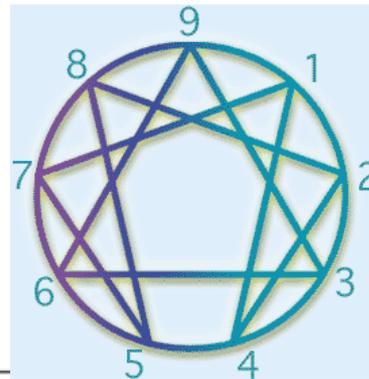
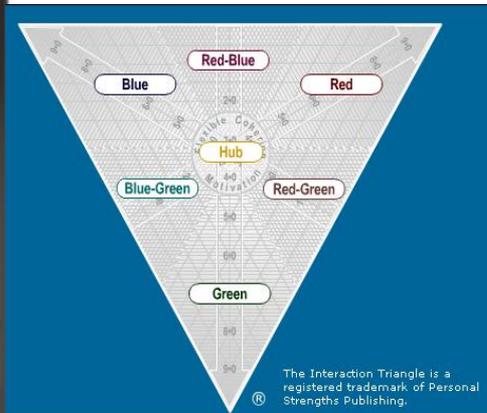
Principle #8 – Power

- It's amoral
- It allows a better influence
- Its adequate use renders success
- Book 48 Laws of Power – Read it, but with care



Principle #9 – Self-knowledge

- One who is competent knows him/herself
- Competency means to know where you are going
- Do you have your personal vision ?



Principle #10 - Relationship



- ◉ Good relationships improve business
- ◉ Isolation is dangerous (48 Laws of Power)
- ◉ Relationship assumes accepting different cultures and points of view
- ◉ Many times the apparent problems are not necessarily the real problems

Conclusions

- Luck might even take you to success...
 - But only when you are “lucky”...
- Competence can make the result of your project very different.
- Remember
 - A project is something that has everything to go wrong...
 - In that case, being competent means to have an edge.
 - To have competence is vital.



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