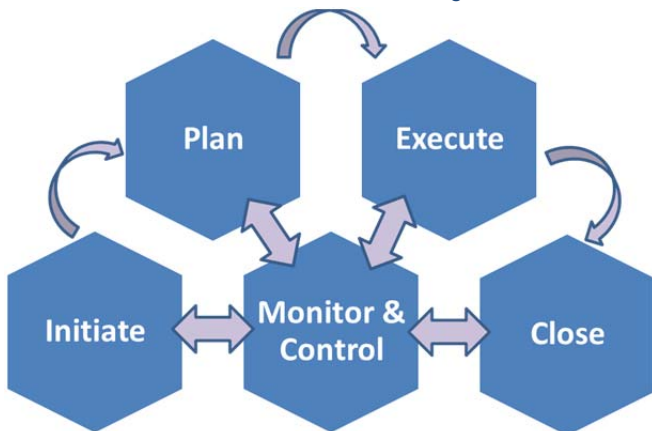


BlackBox Migrations, LLC

BlackBox Migrations, LLC, doing business as BlackBox Partners, is a small business that delivers a breadth of technical solutions. The firm is a Service-Disabled Veteran-Owned Small Business (SDVOSB) dedicated to providing training and consulting to governmental and commercial clients.

BlackBox offers solutions that fit practical business needs:

- ◆ Training / Course Development
- ◆ Technical Project Management
- ◆ Database Services & Data Warehousing



BlackBox Project Management Training

Organizations have a need keep skills in alignment with needed work processes. They must also develop their staff to work effectively with the people and processes that are essential to project success.

All training tasks require a strong model for understanding human interactions and development. BlackBox is a Registered Education Provider with the Project Management Institute (PMI®) and offers courses that are aligned with PMI methodology and processes. For people and communications classes BlackBox draws upon the research and paradigms of Myers-Briggs Type Indicator (MBTI®) in framing facilitated sessions and coaching relationships that leverage the natural strengths of the participants.

BlackBox offers a core set of courses in Project Management aligned with PMI® processes, techniques, and standards:

- Introduction to Project Management
- Advanced Risk Management
- Advanced Time & Cost

Training should be aligned with the work, processes, and templates of the host organization. BlackBox spends the time to meet students in their local industry context, using examples from the work of the participants.



Advanced Risk Management:

Relying on the PMI's *PMBOK Guide*® processes, the Advanced Risk Management course teaches both experienced and prospective project managers the PMI's standard language, tools, and techniques for Managing Risk on a project.

Organization of the Course:

The course is organized in order to follow the *PMBOK*® Guide's six-step Risk Management process:

- **Plan Risk Management**
 - Creating a plan for dealing with risk on the project, the essential elements of a risk plan.
- **Identify Risks**
 - Using various techniques and tools for listing the risks that might be present on the project.
- **Perform Qualitative Risk Analysis**
 - Establishing metrics for and performing intuitive analysis and prioritizing risks on the project.
- **Perform Quantitative Risk Analysis**
 - Techniques for evaluating the impact, probability, and expected value of risks on the project.
- **Plan Risk Responses**
 - Techniques for planning strategies for responding to risks that arise on a project.
- **Monitor and Control Risks**
 - Techniques for realizing that a risk has manifested on the project and tactics to respond and document risk responses.



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Types of Risks

- **“Business”** Risks – normal risks of doing business
 - Not insurable
 - Loss or Gain is possible
- **“Pure”** Risks – present only loss possibilities
 - Insurable
 - Direct Property
 - Business Interruption
 - Clean up
 - Legal Liability
 - Personnel Risks

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Is He Looking at a Risk?

No

“Project Risk is always in the future.”*

When it happens:

- Probability is 100%
- It is now called
 - A Risk Event
 - An Incident
 - A Problem (negative)
 - A Windfall (positive)
 - An Issue
- It is too late to plan

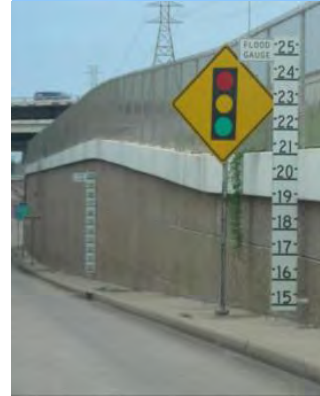
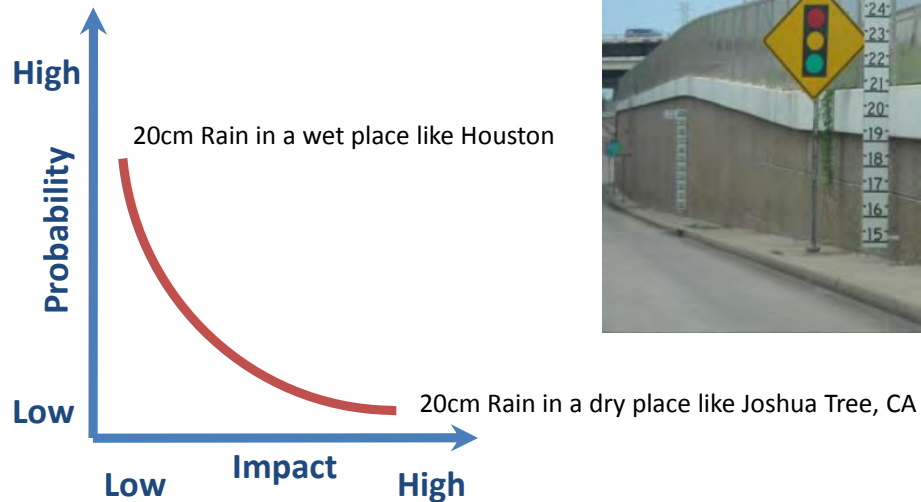


* PMBOK® Guide p. 275

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Risk is a Product of Its Elements

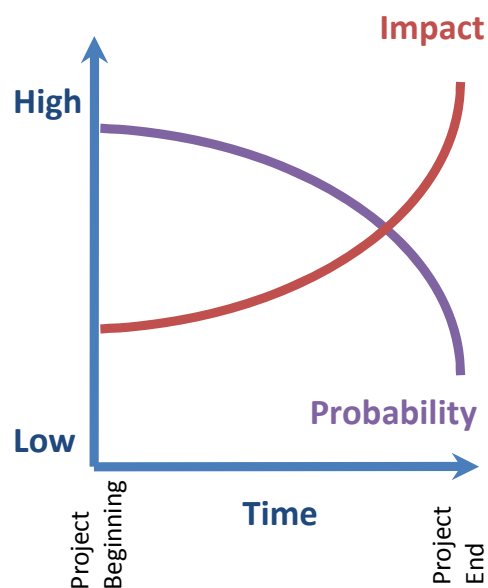
- Expected Value = Probability * Impact



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Risk Changes Over Time

- At Project Beginning
 - Probability is higher
 - Impact is lower
- At Project End
 - Probability is lower
 - Impact is higher



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