

10 SIGNS YOU HAVE A PRIORITIZATION PROBLEM

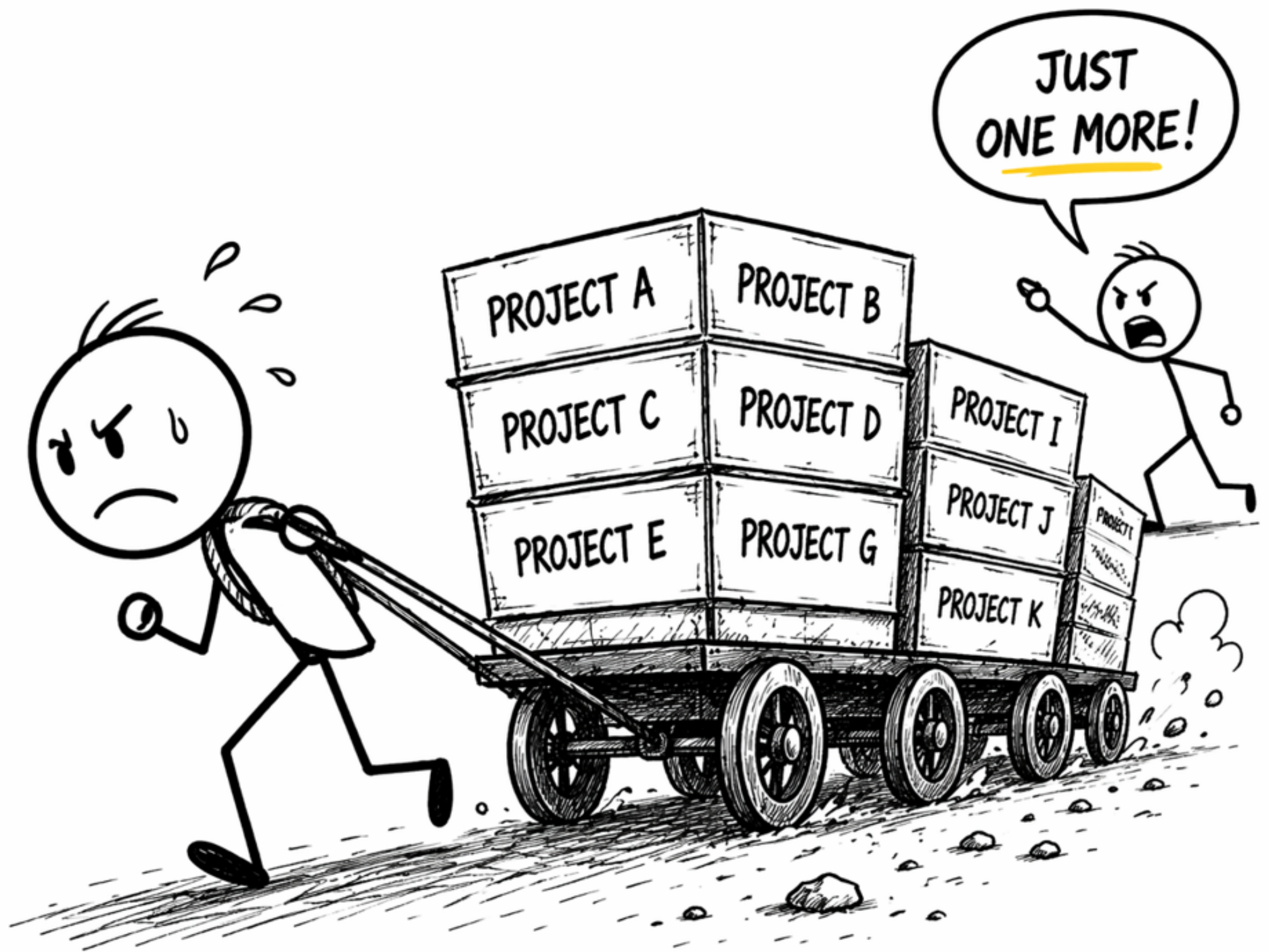
1. TOO MANY PROJECTS
2. LOUDEST VOICE WINS
3. PETS & ZOMBIES
4. EVERYTHING PRIORITY 1
5. POOR STRATEGIC ALIGNMENT
6. WORKING IN SILOS
7. INTERNAL PROJECTS SLIP
8. NO SHARED VIEW OF "STRATEGIC"
9. CAN'T LIST ALL PROJECTS
10. PROJECTS KEEP FAILING

HOW MANY DO YOU RECOGNISE?
LET US KNOW IN THE COMMENTS



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1. Too Many Projects



The symptoms

Resource conflicts slow down plans

Multi-tasking slows down productivity

Burn-out breaks up teams

The fix

Apply limits to what you start –
backed up the ability to say 'not
yet' or pause in-flight work

2. Loudest Voice Wins



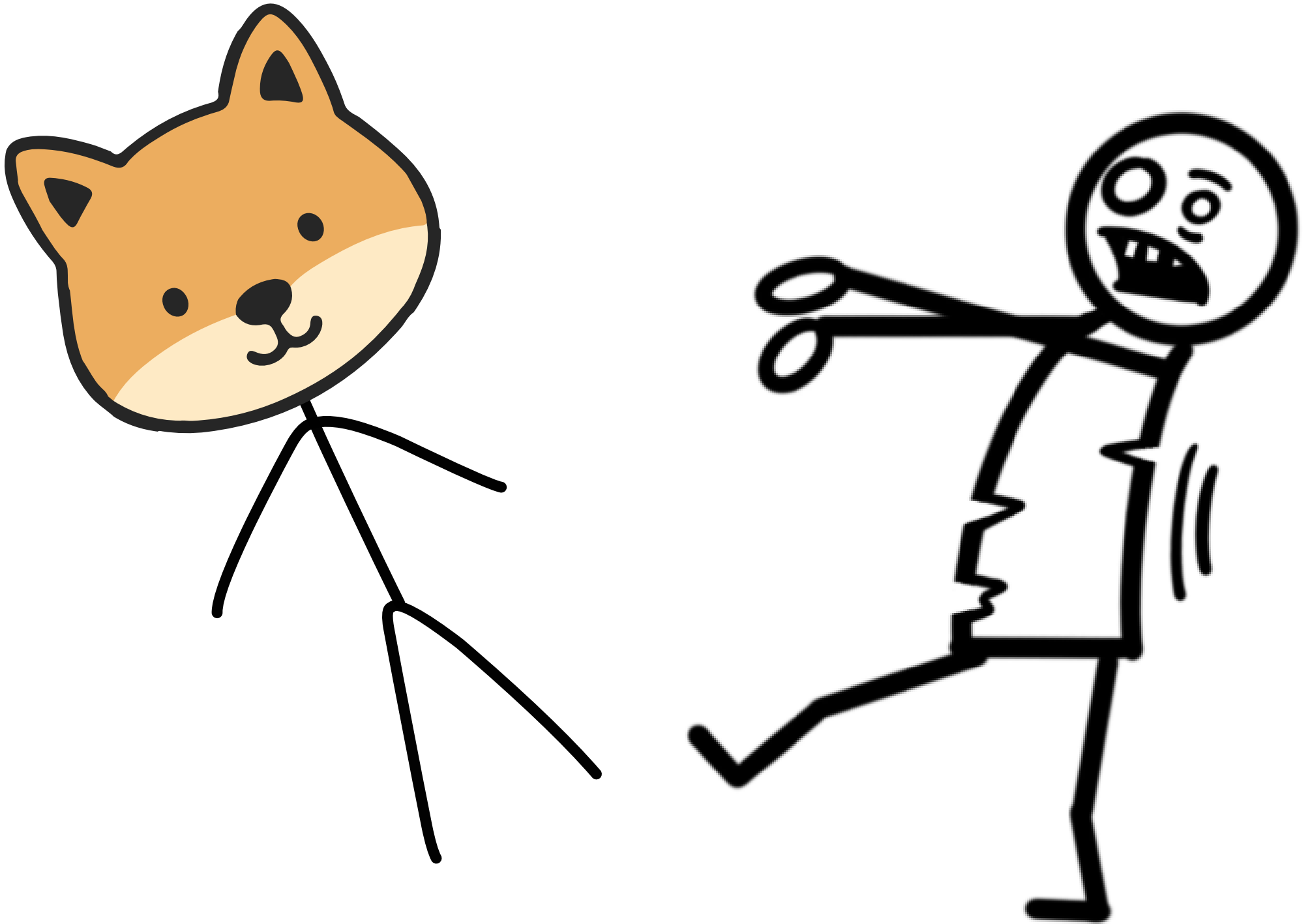
The symptoms

Nobody has faith that the portfolio is working on the right things. Not the leadership, not the delivery teams...

The fix

Create an inclusive data capture process that promotes collaboration and structured decision making, not politics and negotiation

3. Pets & Zombies taking over



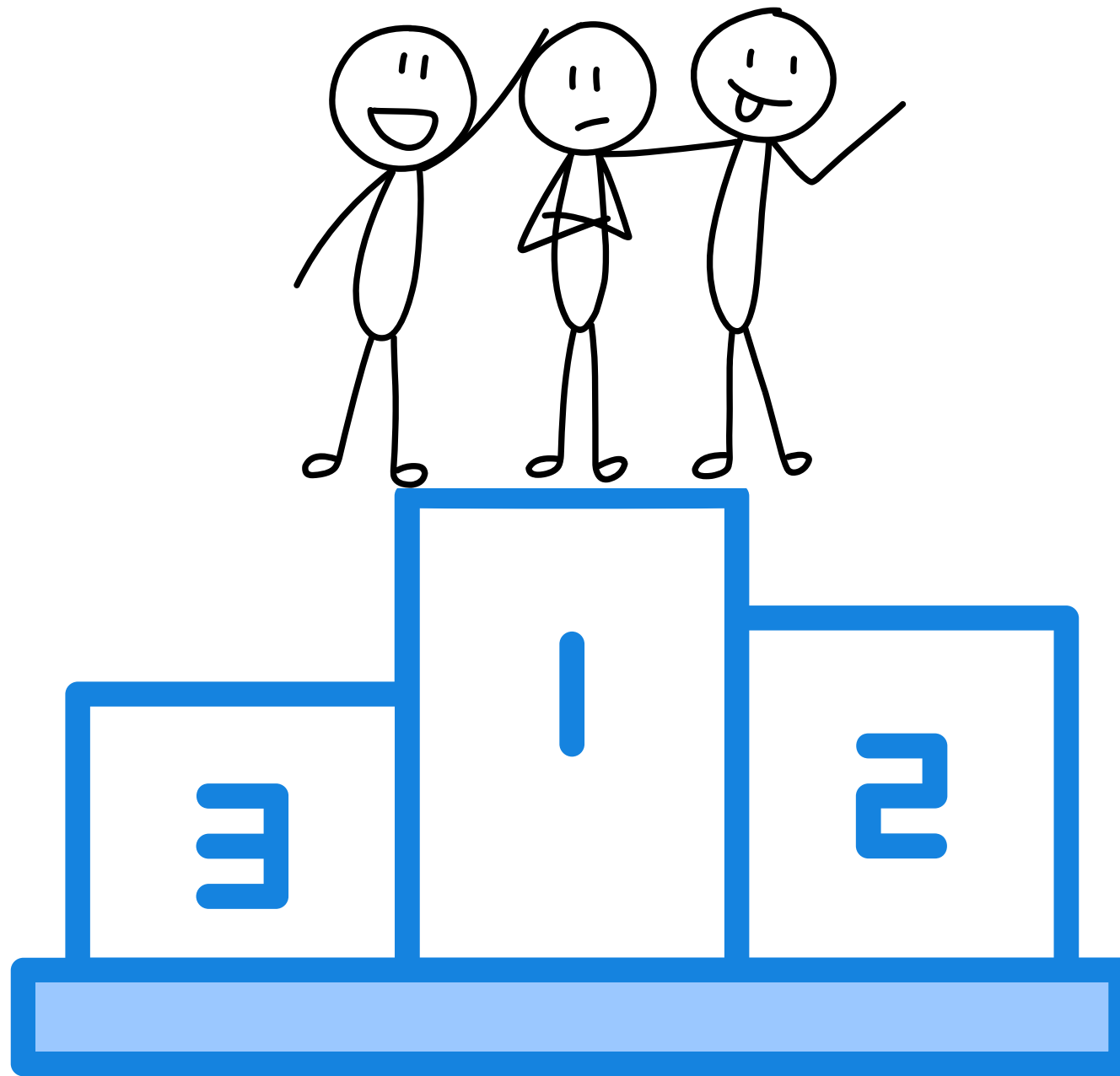
The symptoms

Everyone is busy, but nothing is moving the needle on key goals

The fix

Agree a selection process with authority to reject weak candidates and to de-fund projects where value no longer justifies their costs.

4. Everything in Priority 1



The symptoms

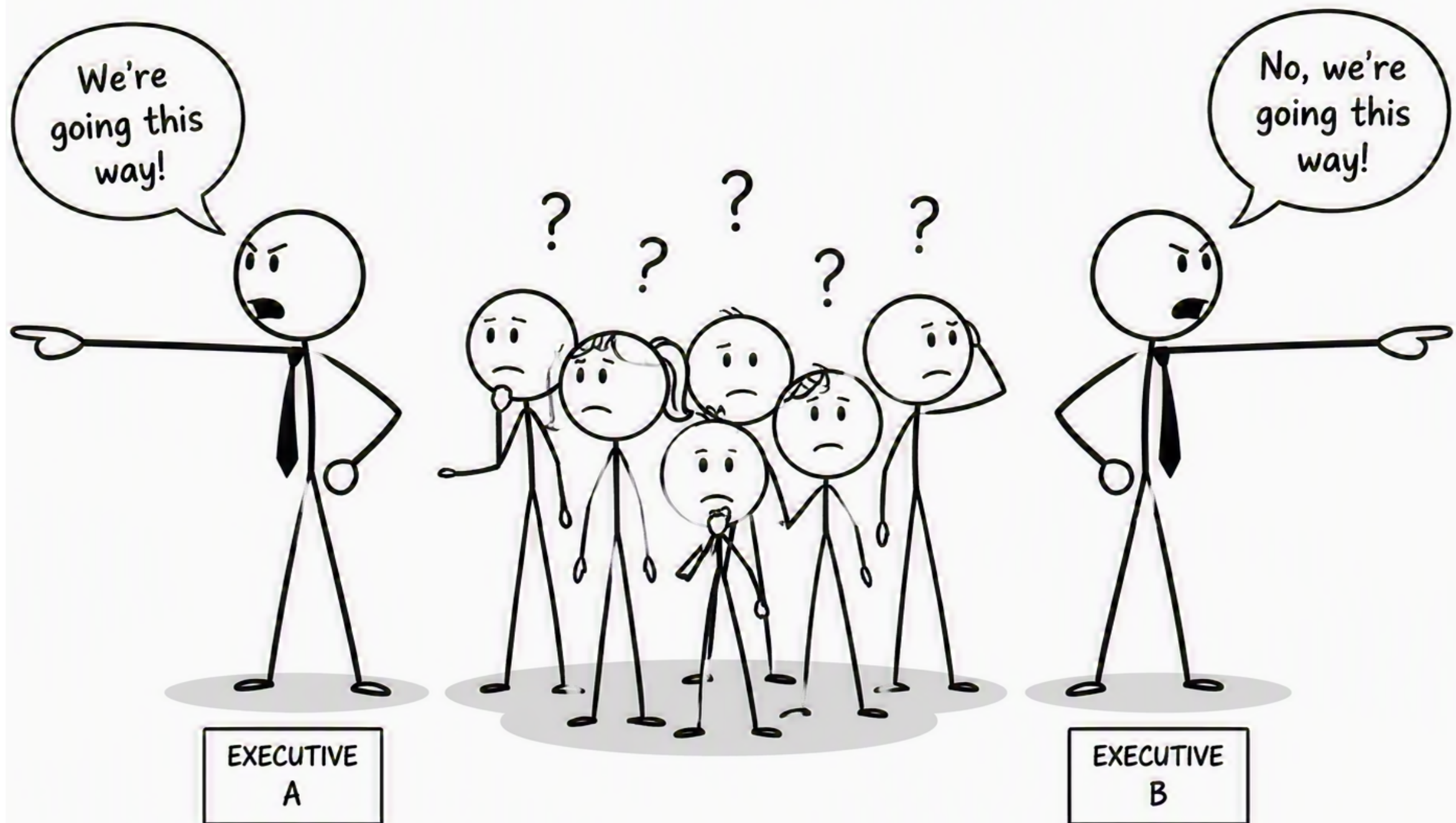
You built a scoring model, but by the end of the meeting everyone explained why their project was (more) important.

The fix

Detailed scale-based criteria with hard to fudge assessments.

Hold sponsors to account for that value being delivered.

5. Poor Strategic Alignment



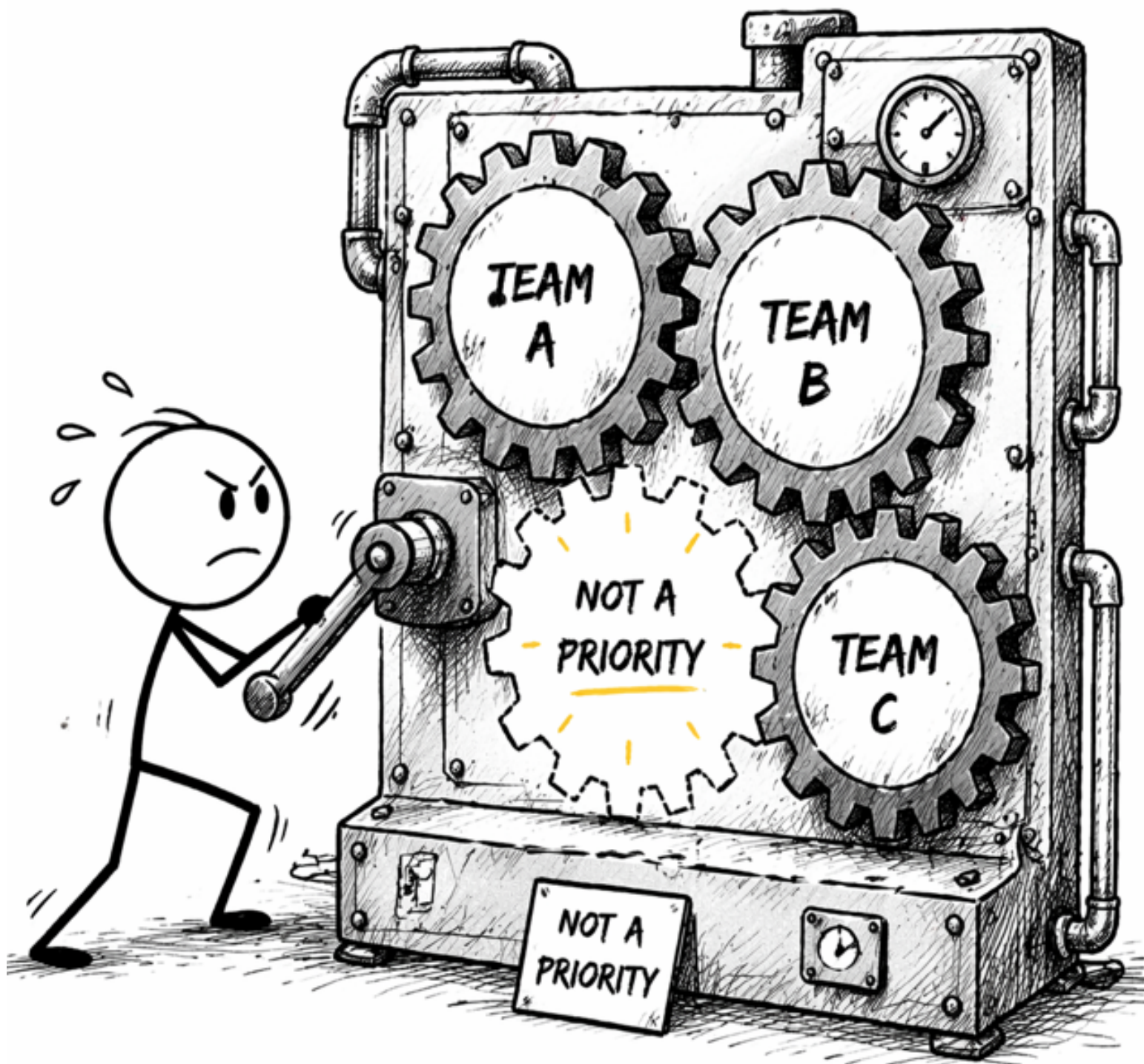
The symptoms

Lack of clear direction, with “the strategy” either missing, ambiguous, or re-imagined by each executive mandate

The fix

Invest time to align leadership on a shared set of criteria they are collectively communicate

6. Departments Work in Silos



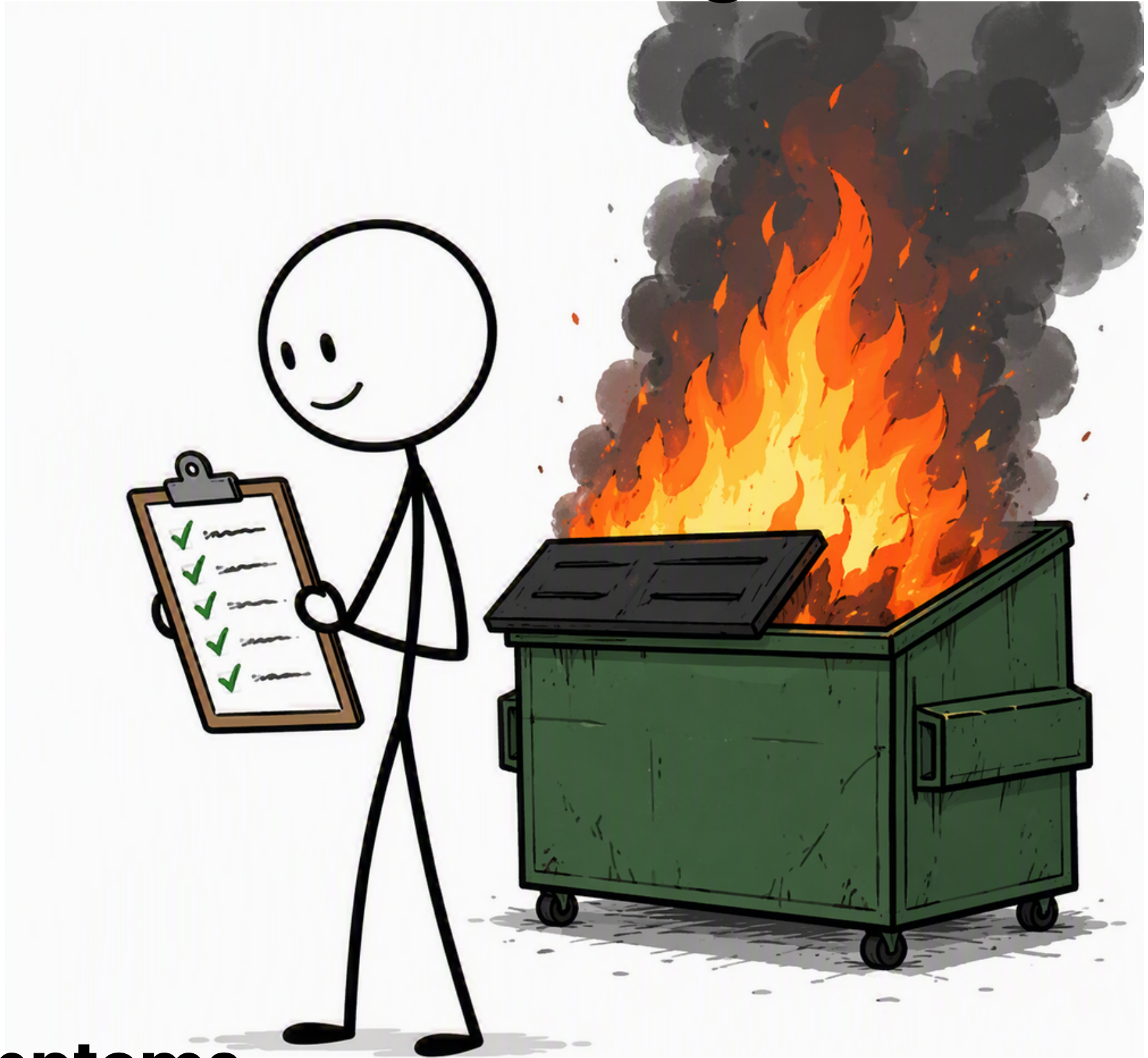
The symptoms

Every team has their own priorities, but they don't join up and all need the same in-demand resource

The fix

Everyone can model their own backlogs, but feed into a shared Enterprise layer to co-ordinate selection to maximize for value

7. Internal Projects get ignored until things blow up



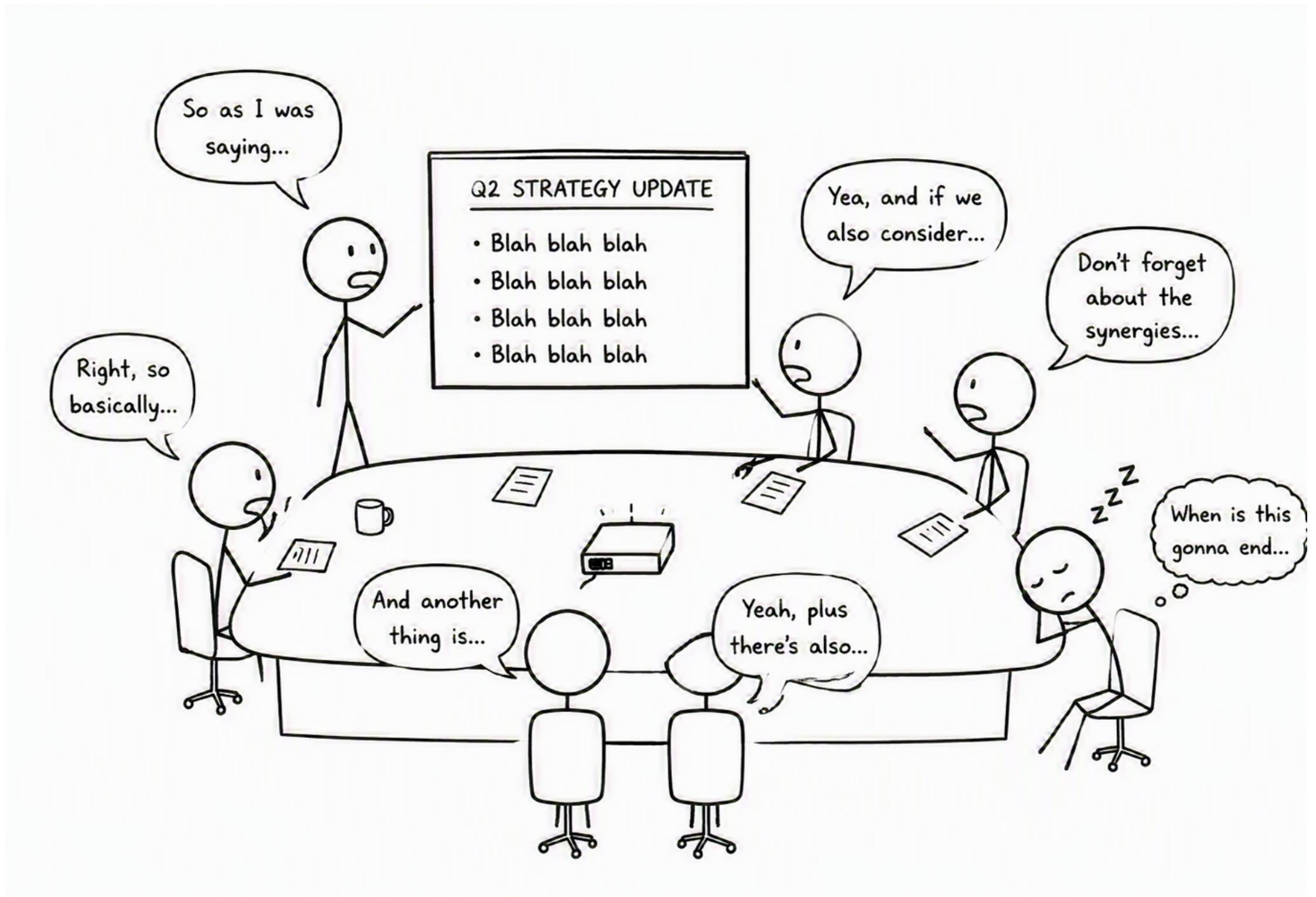
The symptoms

“BAU” gets pushed aside as “low value”... until it all goes wrong

The fix

Build Risk Mitigation into your selection model to ensure that “stopping disasters” is valued

8. Decisions dont get made



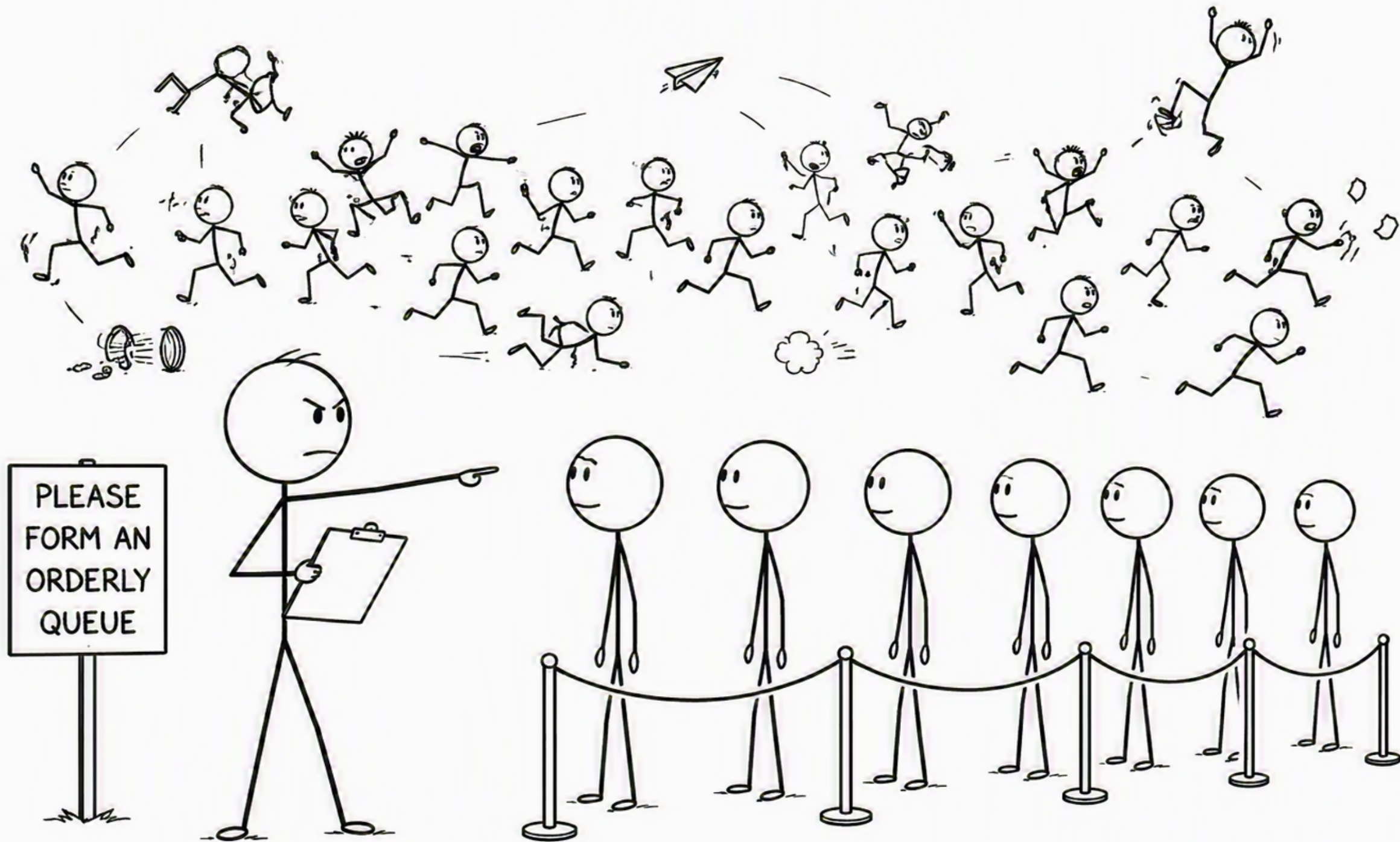
The symptoms

Annual Planning only finishes 3 months into the year...meanwhile everyone has moved on

The fix

Structured, time-bound intake process that integates portfolio governnce and annual planning

9. Projects 'just happen' outside the PMO's process



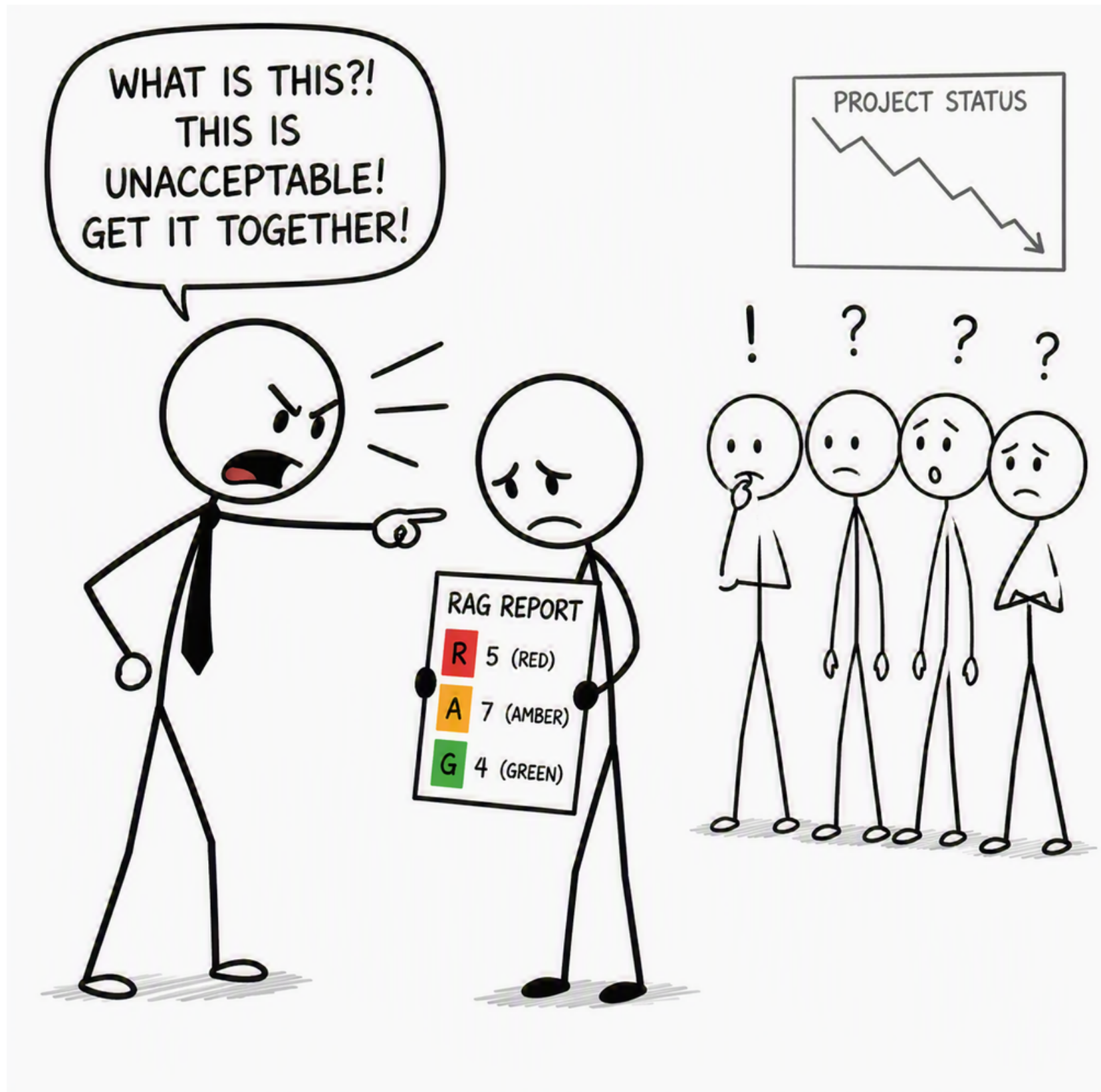
The symptoms

A lot work isn't classified as a project...but take up a lot of resources and doesn't follow any process

The fix

Agree that "just enough" governance gives leadership control and accelerates results

10. Projects Keep Failing



The symptoms

Projects struggle to deliver their goals, leaving leadership frustrated as “delivery failing”

The fix

Prioritize... starting fewer projects, but apply focus and resource to ensure that they finish faster and deliver what matters most



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