



# SCOTT M. GRAFFIUS

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## Scott M. Graffius Delights Audiences Around the World

Scott delights audiences with presentations on technology leadership and project, program, portfolio, and PMO management inclusive of agile, waterfall, and hybrid approaches. He uses everyday language and vibrant custom visuals to make complex topics clear and understandable, and he provides audiences with practical information they can use. Scott delivers dynamic and engaging talks around the world. His sessions include in-person and online events in:

Australia	Canada	Czech Republic	Finland	France
Germany	Greece	India	Ireland	Lithuania
Luxembourg	Netherlands	New Zealand	United Kingdom	United States

New announcements—including additional countries—coming soon. The balance of this document provides an outline of the following session:

### “10 Ways to Score and Prioritize Project Proposals Based on Multiple Factors, Including Strategic Alignment”

<b>Speaker</b>	Scott M. Graffius
<b>Title</b>	10 Ways to Score and Prioritize Project Proposals Based on Multiple Factors, Including Strategic Alignment
<b>Description</b>	How does your organization assess proposals for new projects? Is there a well-defined scoring and prioritization process—based on alignment with the business’ strategic objectives and other key factors—to quickly and easily identify the objective value of each proposal (including how important it is relative to other initiatives)? If the answer is “no,” keep reading. If the answer is “yes,” you are likely to find practical information and examples in this talk to adapt and adopt to improve the process at your organization.
<b>How You Will Benefit (Key Learning Objectives)</b>	<p>This talk will help you develop and enhance the contributions you make to your organization by being able to:</p> <ul style="list-style-type: none"> <li>• Understand the benefits of scoring and prioritizing project proposals based on strategic alignment and other key factors.</li> <li>• Identify selection and prioritization criteria appropriate for your unique organization, leveraging the flexible framework and some or all of the 10 factors presented during the talk.</li> <li>• Put the practical, actionable information presented to use. During the session, we will run an example project proposal through the process, step-by-step. And you will receive a summary “cheat sheet” digital download that you can reference as a guide to help implement or improve this process at your organization.</li> </ul>
<b>References/Bibliography</b>	The presentation draws on Scott’s first-hand, real-world experience, with his guidance supported by related standards, best practices, and recommendations from the Project Management Institute, MIT, Harvard Business Review, Forbes, and others.
<b>Total Run Time</b>	Total run time inclusive of Q&A is 90 minutes. (For events with 25 or more participants, additional time is recommended.)
<b>PMI PDU Information</b>	<p>Project Management Institute (PMI) credential holders attending PMI or other events may be eligible to receive:</p> <ul style="list-style-type: none"> <li>• 1.50 professional development units (PDUs)</li> <li>• Technical Project Management category</li> </ul>
<b>Speaker Bio</b>	Scott M. Graffius, PMP, CSP-SM, CSP-PO, CSM, CSPO, SFE, ITIL, LSSGB is an agile project management practitioner, consultant, award-winning author, and international speaker. His expertise spans project, program, portfolio, and PMO leadership inclusive of agile, traditional, and hybrid approaches. Content from Scott’s books, workshops, speaking engagements, and more have been featured and used by businesses, governments, and universities including Gartner, Microsoft, Oracle, Cisco, Ford, Qantas, Atlassian, Bayer, the National Academy of Sciences, the United States Department of Energy, the New Zealand Ministry of Education, Tufts University, James Madison University, Santa Clara University, Texas A&M University, Virginia Tech, Loughborough University London, and others. Thinkers360 named Scott a global top thought leader and influencer in three domains: Agile, Digital Transformation, and GovTech. Additional information is available at: <a href="https://bit.ly/bio-smg">https://bit.ly/bio-smg</a> .
<b>Speaker Photo</b>	<a href="https://www.scottgraffius.com/resources/ScottGraffius-181024_1000x1000_283KB.jpg">https://www.scottgraffius.com/resources/ScottGraffius-181024_1000x1000_283KB.jpg</a>

Details on Scott’s speaking engagements—listings, videos, testimonials, and more—are available at: <https://www.scottgraffius.com/publicspeaker.html>.