



# SCOTT M. GRAFFIUS

- Based from Los Angeles, California
- Phone: +1 818 [REDACTED]
- Email: [scott@scottgraffius.com](mailto:scott@scottgraffius.com)
- Website: <https://www.scottgraffius.com>
- LinkedIn: <https://www.linkedin.com/in/scottgraffius>
- Twitter: <https://twitter.com/scottgraffius>
- Facebook: <https://www.facebook.com/ScottMGraffius>

## Scott M. Graffius Delights Audiences Around the World



Scott delights audiences with talks and workshops 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: Armenia, Australia, Brazil, Canada, Czech Republic, Finland, France, Germany, Greece, India, Ireland, Lithuania, Luxembourg, Netherlands, New Zealand, Sweden, United Kingdom, and the United States. The balance of this document focuses on the session titled below.

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

(Note: title and details are subject to change)

<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.
<b>CEU / PDU / SEU Credit</b>	Attendees may be eligible to receive continuing education unit (CEU) credit, equivalent to 1.50 hours. For reporting with the Project Management Institute, it’s 1.50 professional development units (PDUs), under the Strategic and Business Management category. For reporting with the Scrum Alliance, it’s 1.50 Scrum educational units (SEUs), under either the Learning category or the Events category. For reporting with other organizations, refer to their respective instructions.
<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. He has generated over one billion dollars of business value in aggregate for the organizations he has served. Graffius is the founder, CEO, and principal consultant at Exceptional PPM and PMO Solutions™ and subsidiary Exceptional Agility™, based in Los Angeles, California. His expertise spans project, program, portfolio, and PMO leadership inclusive of agile, traditional, and hybrid approaches. Content from his books, workshops, speaking engagements, and more have been featured and used by businesses, governments, and universities including Gartner, Microsoft, Deloitte, Oracle, Cisco, Ford, Qantas, Atlassian, Bayer, the National Academy of Sciences, the United States Department of Energy, the United States Army, Project Management Institute, the IEEE, the New Zealand Ministry of Education, Tufts University, Texas A&M University, Virginia Tech, Penn State, Warsaw University of Technology, Loughborough University London, and others. Graffius has spoken at 55 conferences and other events around the world, including Armenia, Australia, Brazil, Canada, Czech Republic, Finland, France, Germany, Greece, India, Ireland, Lithuania, Luxembourg, Netherlands, New Zealand, Sweden, United Kingdom, and the United States. Thinkers360 named Graffius a global top thought leader and influencer in four domains: Agile, Change Management, Digital Transformation, and GovTech. His full bio 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>.