



Mr. Pablo Lledó

President

Pablolledo.com LLC

Pablo Lledó is passionate about building organizations, focussing on portfolios, programs and projects. He is committed to the project management profession and developing PMI's community.

As a global entrepreneur, Mr. Lledo is the founder of five companies in the fields of consulting, retail, finance, publishing and vineyards.

He holds a Master of Science in project analysis, finance and investment, University of York; MBA in project management, University Francisco de Vitoria; MBA in International Business, University of Lleida; and a bachelor degree in Economics, Cuyo University. He completed the Program on Negotiation at Harvard Law School and the PMI Leadership Institute Master Class.

Pablo has published eight project management books, some of them published with Pearson, including his bestseller "Project Manager". He has written articles and been interviewed by international media (tv, radio, magazines, blogs), including *PM Network*[®], *PMI Today*[®], and *PMI Credential Passport*.

Mr. Lledo is co-founder of a PMI Chapter and has served as VP and President of two PMI Chapters; both of them received the PMI Chapter of the Year award during his volunteer service. Moreover, he is a PMI Educational Foundation Board of Directors (2015-2017).

He received the PMI Distinguished Contribution Award in 2012 in Vancouver and other awards as an international speaker. He has given training and consulting all over the world and he has spoken at seven PMI global congresses.

Mr. Lledo has helped people to guide business development projects in multinational companies, coordinated training programs for executives, initiated companies, sold new products, and helped enterprises in the reengineering process of its operations to reach more efficiency.

Married, father of 3 boys and active sportsman (rugby, ski, trail running, mountain-bike, tennis and golf).

Synopsis:

Business First... to Reach Greater Results in Uncertain Economy

Sometimes we follow the right processes instead of working with the right projects. We need to focus on strategy and business first to identify the right projects in uncertain economies.

Moreover, a successful project needs strategy, leadership and project management skills.

In this presentation, we will discuss the importance of business skills to evaluate if our projects are worthwhile or not.

- Discuss the importance of strategy, leadership, business and project management skills
- Follow the right strategy to evaluate a business
- Find out if it is worthwhile to undertake an investment project under uncertain economy
- Leadership + Business = sustainability problems
- Business + Project management = people problems
- Project management + Leadership = money problems
- The trilogy for success = Strategy = Leadership + Business + Project management
- Strategy and business first, project management later
- Right process versus right projects
- Business analysis