

SANTASADŌ

Dion Kotteman & Jeroen Gietema - The Project Saboteur

The secret manual for the project saboteur

PROJECT MANAGEMENT | TEAMS



We all know the books on project management, the well-intended project manager is well catered for. But a book on how to not support and stop a project hadn't yet been written.

Until now, because this is *The Project Saboteur*, a manual on how to sabotage a project in a clever way. Sometimes it is just more convenient. What to do if you are working on a project that could lose you your job? Openly objecting the project will only get you fired quicker. Subversive smarts are the answer. So how can you force the project to a hold at the right time as project manager, client, stakeholder, user, or specialist?

The real world is full of sabotage and people who want to gain an advantage, as long as the tension outweighs the benefits. Which is similar for all human behavior, in organizations, in business, in change processes, in IT and outside of IT, or was your conviction that all people are good?

This is the time to embrace your sabotage urges because with this manual you will succeed more often. And then there is another option, to learn from these practices. Acknowledge that there are saboteurs in your project teams, many of them and you can run into them all the time. Most of all, learn how to deal with them. That has to be done in the right way, for which you really need to know saboteurs and their motives.

This is essential, research shows that over 65% of all IT-projects fail partially or fully, creating a loss of six billion euro in Dutch IT alone, a sum far greater if we zoom out to a global scale for all industries. By dealing with the project saboteur's interests in a responsible manner, you will be able to limit the damages greatly. The authors provide three tools to achieve this goal: the Sabotage Self-Assessment, the Conspiracy-Fact Analysis, and the Manipulation-Fact Analysis. Read this book and become a sabotage expert!

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ABOUT THE AUTHORS



Dion Kotte is an experienced strategist and IT specialist in the public domain. He is partner at Grey Matter Matters, a governmental consultancy company. He coaches C-level positions in companies and governments and contributes to the realization of complex ambitions on both IT and business operations for organizations. His experience is in the private and public sectors, as he served as IT Security Director of ING Bank Group, General Manager of the Royal Audit Services, and Council Advisor for the Minister of Finance. He is a speaker, lectures at several

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