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COVER PAGE AND DECLARATION

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I confirm that this assignment is my own work, is not copied from any other person's work (published/unpublished), and has not been previously submitted for assessment elsewhere.

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Contents:

Introduction	3
1)-Part 1	5
1-1)-The project budget	6
1-2)-Risk Analysis	7
1-3)-Quality Control Measures	8
1-4)-Team Member Breakdown	9
1-5)-Marketing a pharmacy project:	10
1-6)-Conclusion:	10
2)- Part 2	11
2-1)- The convenience store project:	11
2-2)- Project budget	12
2-3)-Additional Funds Request.....	13
2-3)-Risk Analysis	13
2-4)-projected competition times:	14
2-5)-Quality Control Measures	15
2-6)-Data Representation	15
2-7)-Team Member Breakdown	16
<u>3)-part 3.....</u>	17
3-1)-High-speed railway project:	17
3-2)-The ways to earn income for the proposed railways:.....	19
4-Conclusion	20
5-Reference	21

Introduction:

1. Purpose of the Project:

Aspire International Corporation had decided to diversify its portfolio by establishing new hometown food market that provide organic natural food that shall enable the consumer to get healthy food with high quality and without breaking their budget.

Consumer demand on healthy and organic food had been increased up to 45% yearly basis. The reasons behind this are that the organic food has more vitamin C, magnesium, iron, phosphorous and low nitrate.

The Project will help the Aspire Corporation in its strategic goals and increases its profits.

2. Expected outcome:

- Certificate of Compliance
- Setup hometown food market
- Staffing and Services Framework Agreement

3. Project Model:

Project Model	Applicability
Fixed Price	Yes
Time & Material	No

The work scope involves several Work streams in the execution of the work:

Work stream A - Certificate of Compliance:

The objective of work stream 1 is to be a network for exchange and collaboration between Organic Research Institutions and scientific partners throughout the world, and to develop organic food and farming science within the global organic movement.

Certificate of Compliance list:

- The International Federation of Organic Agriculture Movements (IFOAM)
- The International Organic Accreditation Service (IOAS)
- US National Organic Program (NOP)

Work stream B - Setup hometown food market:

- ☐ Land management
- ☐ Producer advice, training and education
- ☐ Consumer education and promotion program
- ☐ Market development and infrastructure support
- ☐ Research and innovation for organic farming

Work stream C - Staffing and Services Framework Agreement:

The objective of work stream 3 is to provide team with staffing services (short and long term) as well as services for scope areas outside the defined scope of work stream 1, and 2.

Aspire Corporation will deliver the following:

Deliverables	Description
Project Charter and Kick-off Presentation	This will include scope, roles and responsibilities, project implementation plan, communication plan, initial risk register with the Kick-off presentation
Voice of Customer Assessment Report	This will include the assessment of the survey and focus group results of the Aspire Hometown Food Market customers
Vision and Strategic Objectives	This will include the agreed vision, strategic objectives with high-level KPIs, and 3 governance
Business Services Roadmap and Service Level Agreements	A detailed business services implementation roadmap and the SLA template between Aspire Hometown Food Market.
Governance and TOM Design	This will include the final governance and target operating model of the Aspire Hometown Food Market including a functional organizational structure
Business Services Catalogue and Customer Journey	This will include the description of the selected Business Services along with their re-engineered
Requirements Specifications	Functional and non-functional requirements description of the Aspire Hometown Food Market Project
Change Management Plan	This will include a comprehensive plan that takes into consideration all the change management activities

1)-Part 1:

“Project management is the main source of knowledge, skills, tools, and techniques to project activities to meet project requirements”.(PMBOK GUIDE)

A pharmacy project in Sweden is one of the projects that it can earn huge profits, as it is one of the projects that serve important products and everyone need it, as it provides medicines and treatments, and it also provides cosmetics of various kinds, so implementing a pharmacy project is a great chance of earning.

The Swedish population is concentrated in the southern half of the country, where about 85% of the population lives in local areas, and the government of this country greatly encourages businesses and investments, and also recognizes them as a contributor to the gross domestic product, which makes it an opportunity to set up project.

1-1)-The project budget:

Below we outline the project budget and pharmacy equipment's requirements

#	Activity and Requirements	cost
1	Make shelves with glass to display medicines. A glass showcase in the front of the pharmacy to display cosmetics	€ 0
2	A computer with the system for running the pharmacy. Cash drawer.	€ 0
3	Barcode reader and invoice printer. Security cameras. Seats for employees and customers	€ 0
4	. A sign on the front of the pharmacy has the name of the doctor and the logo of the pharmacy. Telephones to receive customer requests.	€ 0
5	Buy the necessary medicines and cosmetics.	€ 0
6	Purchase of an equipped store building suitable for establishing a pharmacy in an important and densely populated place, and close to hospitals.	€ 0
7	Printing advertising brochures, and marketing expenses.	€ 0
8	Pharmacy licenses and paper processing	€ 0
9	Providing a blood pressure monitor, a glucose meter, and a weight and height measuring device	10,000 €
Total		€ 0

There is no need to additional funds because the project budget is less than the funds available from the starting budget of the company, which amounts to 2 million euros for the pharmacy project and the convenience store project.

The Earned Value (EV) method have to be used and tools for the measurement and control of the project budget.

1-2)-Risk Analysis:

Managing risk is critical to project success. Risks will be logged in issue/risk register where each issue/risk will be given a reference, a weight, an action/review date, and will be assigned to an owner who will either be required to put mitigation plan.

The project will use the following Severity Matrix for severity calculation:

Consequence/Likelihood	Major	Medium	Insignificant
Almost Certain	Critical	High	Moderate
Possible	High	Moderate	Low
Unlikely	Moderate	Moderate	Low

The table below highlights the probable risks identified upon issuance/update of this document. This list will be revised on an on-going basis, and will be updated at all times.

<i>ID</i>	<i>Short Risk Description</i>	<i>Probability</i>	<i>Impact</i>	<i>Mitigation Action</i>
R1	Certain stakeholder groups may not be fully engaged	Medium	High	Stakeholder Management
R2	Stakeholder groups may not attend critical workshops/interviews	Medium	High	Stakeholder Management
R3	Provision of requested data may be critically delayed	High	High	Continuous follow-up and escalation
R4	Ad Hoc requests may be made during the course of the program	Medium	Medium	Scope Management
R5	Lack of consensus between stakeholder groups may delay key decisions	Medium	High	Stakeholder Management
R6	Survey response rate may not be large or significant enough	Medium	High	Early survey launch and collaborating with stakeholders to spread it
R7	Signature of non-disclosure agreements	High	High	Continuous follow-up and escalation

1-3)-Quality Control Measures:

Quality Management is an integral part of our delivery methodology. We define Quality Management as the process of defining stakeholder expectations, quality metrics and plan, implementing in order to meeting expectations and quality objectives. The following steps highlight our approach for quality management:

- Coordinate Quality Assurance Reviews
- Coordinate Process and Product Quality Assurance
- Manage Verification, Validation and Peer Reviews
- Analyze Review Results and Track Quality Issues

Improving the major operations in the pharmacy system as it has a huge database that contains 23,000types of medicines. It also improves the performance of all pharmacy operations such as billing, inventory management, accounting, clients and also provides comprehensive reports on all operations. Focusing on contracting with the best pharmaceutical companies, and manufacturers of high- quality cosmetics and care products, monitoring customer satisfaction with providing servicesand products. We use the quality audit process to determine whether project activities complywith project-related policies, processes and regulatory procedures. Conducting a program to calculate for us the data about the customers who buy from the pharmacy constantly, the extent of their satisfaction with the services and the quality of the drugs we provide to them. We can use the Excel program for this purpose or the statistical programs currently used.

If the data is available, it helps us to measure the improving and facilitating us to develop services and processes in the project.

1-4)-Team Member Breakdown :

The manpower have to be included in the project, and in this set section that need the number of workers, and the future strategy must be drawn up to cope with the emergence of many new products or services. The need for additional staff will increase absorbing and adapting to change.

We will need a staff as shown in the following table:

	Job title	number	Mission
1	pharmacist	2	He reads prescriptions and assigns treatment
2	Pharmacist Assistant	3	Their mission is to reduce the burden on the pharmacist and to accomplish some tasks, especially in times of crowdedness. . The pharmacist assistant is the most important job staff as the work depends on him.
3	Cashier employee	1	The customer accounts and records the treatment outside the computer, and you must choose a cashier employee who is highly responsible and known for his sincerity and safety
5	Clean Worker	1	He constantly cleans the space, the shelves, and the glass front of the pharmacy

The pharmacist is the main source in the project, as he reads prescriptions, dispenses medicines, sets doses, and provides services, so a pharmacist must be employed who has at least good experience and has good dealings with clients.

The pharmacist also needs an assistant, and his role is to reduce the burden on the pharmacist to help him in his tasks, and it is necessary that we choose assistants who are educated and aware of the limits of their role and who have the ability to learn continuously, enjoy good looks and deal well with client.

1-5)-Marketing a pharmacy project:

After the project implementing, it is necessary to create a project marketing in order to increase sales and also profits, and one of the most important factors for marketing a pharmacy project in Sweden is choosing the appropriate site, but there are other factors, such as Making offers within the limits of the availability, and printing advertising flyers, and relying on the Internet as a free method will be the best way to market the project, by making ads on social media all of these factors will attract us the largest number of customers and thus we will achieve success and profits.

1-6)-Conclusion:

This project is a highly profitable business because it is one of the dynamic businesses that are so substantial in anywhere, so it is a great opportunity, as there are very few pharmacies in each region, so you can easily open a pharmacy in order to save many medical treatments and medicines that relieve diseases for many. As we mentioned above that the pharmacy cannot be opened for medicines and medical drugs only, but many other supplies can be sold, which are creams, hair oils, body and skin care products and many other requirements, but excellent quality must be obtained and be of a high degree of quality and efficiency to be requested in abundance by buyers.

2)- Part 2:

2-1)- The convenience store project:

The convenience store is considered one of the important and profitable projects, and its importance is no less than the pharmacy because it provides the necessary and indispensable needs for daily living. It serves all strata of society.

One of the most important things about the convenience store project is choosing the location, and if you choose location well, so that it is 100 meters away from the surrounding stores, then you can guarantee high sales.

. . The convenience store is preferable to be in a special place that people accept.

So that the residents of the area and the people who use the means of transportation near it see it, so it is better that the shop is on a main street and it is better that its area

Wide so that customers can freely roam the corridors of the shop and choose their needs easily.

2-2)- **Project budget:**

Below we outline the project budget and venue preparation needs.

	Activity and requirements	cost
1.	We buy a store	300000€
2.	We make suitable decorations and paint the walls white, which gives room to space	5000€
3.	We buy foodstuffs, cleaning supplies and all daily household needs.	50000€
4.	We need a refrigerator to keep food and delicate needs	5000€
5.	Electronic balance to weigh things	2000€
6.	A computer for storing and analyzing data.	2000€
7.	Two cash machines	10000€
8.	Motorcycle to deliver orders	4000€
9.	Small shopping carts	10000€
10.	Telephone device to receive requests	2000€
11	Reserve money	10000€
12	Hire billboards, print flyers	15000€
total		415000€

2-3)-Additional Funds Request:

The budget for the convenience store and the pharmacy is still below the budget available from the company, so we will not need additional money to fund our projects. The total expected cost of the two projects is approximately 735 thousand euros.

2-3)-Risk Analysis:

As mentioned earlier,

Project risk analysis and management are processes designed to eliminate or mitigate the impacts of risks that threaten the achievement of project objectives. Risk management is also defined as the process that contains a method for controlling risks, whether these risks are in the field of work, scheduling, cost, contract, quality, or in materials.

One of the risks that we may face is the presence of stores near us, and the possibility of opening nearby stores, and to overcome this and mitigate the impact, we must always work to improve our services, meet the needs of customers in the shortest possible time, provide everything they request,

Among the risks that we may also face is the expiration date of some materials, which causes the loss of the product, as it cannot be returned to companies, as in the medicines to the pharmacy, or the risk of selling expired products, which causes harm to people and threatens their health and thus causes the store to close in most cases if The complaint was made, so to overcome this, the goods must be monitored periodically and searched for products that are nearing the expiration date for disposal, and we must choose the goods of high quality and modern long-term validity and keep the necessary foods in special refrigerators.

We pay attention to the danger of selling prohibited and unauthorized things, and not to violate the stipulations of laws. Contracting with an insurance company to mitigate any risk.

The shop may be exposed to the risk of theft, so the shop must be equipped with modern surveillance devices and cameras.

In some cases, there may be a delay in providing us with the products requested from suppliers,

which leads to the loss of customers and our inability to provide for their needs on an ongoing basis. Therefore, it is necessary to deal with more than one supplier, and prepare lists of needs in advance.

2-4)-projected competition times:

The project always need to struggle to provide the best products from the best providers to meet the customer needs, preserve their time and in an easy way, and coordinate the goods on the shelves in a way that increases customer satisfaction and make them return to purchase again and keep them as permanent customers of the store, and pay attention to the quality of packaging. Which makes us offer strong competition on other stores, and we also work contracts with companies that provide giftsand discount points on the quantity of purchases, which increases the number of customers.

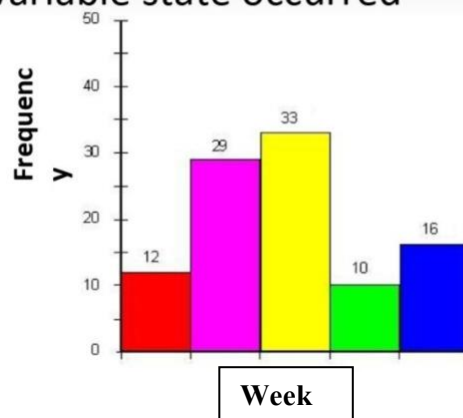
2-5)-Quality Control Measures:

“Quality Definition: the degree to which a set of inherent characteristics fulfill requirements.”

(American Society for Quality)

2-6)-Data Representation:

- A histogram is a vertical bar chart showing how often a particular variable state occurred



We have to record data continuously to facilitate monitoring and control of the movement of inputs and outputs, through Excel programs and other statistical programs, as recording the data of the needs of the goods indicates to us the quantity that we must store in the convenience, so we do not have to buy large quantities, so they are delayed in the sale and become with the passage of time not fresh. Thus, we always maintain the quality of the goods offered in the store. Recording the number of customers every day gives us an idea of the progress of work and the demand by people for it, which helps us in the process of improvement and quality control. As well as examining the offered goods and extracting expired ones and destroying them. We choose employees and salesmen who are good at dealing well with customers and train them on that, which leads to achieving customer satisfaction and more profit in big sales.

Data gathering : Tally sheets are used to organize facts in way that helps in effective data collection.

Data gathering in one month:

Defects / data	Week 1	Week 2	Week3	Week 4	Total
Scratch	1	0	2	0	3
Expired	0	2	0	0	2
Labeling and pricing error	4	0	1	2	7
Wrong color	2	0	1	2	5

2-7)-Team Member Breakdown :

The convenience project does not need a large number of employees, and in the following table we will show the details of the employees:

	Job title	number	Mission
1	Marketing Officer	2	He campaigns on social media, posting ads on road signs.
2	Resellers	3	Their job is to price products, display them on the shelves, and help customers choose what they need.
3	Cashier employee	2	The customer accounts and records the treatment outside the computer, and you must choose a cashier employee who is highly responsible and known for his sincerity and safety.
4	Clean Worker	1	He constantly cleans the space, the shelves, and the glass front of the pharmacy.
5	Packaging agent	3	Their mission is to fill out purchases to make it easier for customers to shop and gain their satisfaction.
6	Delivery agent	2	Home delivery and express service for drivers.

I suggest the following tips for a successful convenience business:

- Provide all food products required from customers.
- Ensure that the service is provided quickly.
- Smile at the customer to gain confidence.
- Keep your store clean and tidy.
- Make the prices of your products affordable for everyone.
- Beware and distinguish between customers.
- Never cheat on the scale or sell at prices higher than the market rates and other stores.

Avoid smoking in your workplace.

• The most important thing that makes customers depend on your grocery store is to provide basic goods that are difficult to find and not to raise prices above the market price. All this makes you the favorite grocery store for them, especially with dealing well with customers and opening the grocery store on specific dates without suddenly closing the store. Without dates, you do not know when to open and when to close.

3)-Part 3:

3-1)-High-speed railway project:

Description:

Location	Thailand
Type	Rail
Status	Preparatory Works
Total Reported Cost	100.0 Billion THB
Start Date	2012
Planned Completion Date	2023
Ticket Price	1200 THB

Thailand is planning to establish a high-speed railway to connect Bangkok to Chiang Mai in the North of Thailand. This is a huge, important and very vital project, as it connects the South with the North, as the distance between the two cities is about 700 km, and it is considered a long

distance to travel, so the train should be fast and comfortable to attract passengers and their turnout as their preferred method. and Thailand is known to be a tourist destination for people from all over the world. There are five HSR stations; a maintenance center in Saraphi District, and four maintenance units in Another District along the way. and runs through 6 provinces. The estimated cost of project is 100 billion baht. The Prime Minister has set a ceiling for the ticket price of 1,200 baht.

The project has two important main reasons:

- 1- Increasing the levels of transportation services in Thailand and facilitating movement between provinces.
- 2- Stimulating sustainable urban development along the railroad, such as employment and economic, commercial and other benefits that extend to all of Thailand.

Now we will study if it is possible to do this project, and to recover investment and capital in the shortest possible time, assuming that the project serves 10,000 passengers per day, at a ticket price of 1,200 baht, and the outcome will be (12,000,000) baht.

$120000\ 000 \times 30 = 3600000000$ Baht per month,

$360,000,000 \times 12 = 4320000000$ baht per year. In this case, we need approximately 25 years, which I think is a very long period. It will be a burden on the state budget. Therefore, I suggest making other investments in this project to increase the return and reduce the investment recovery period.

3-2)-The ways to earn income for the proposed railways:

The establishing commercial stores in train stations is very important and renting them or investing them directly from the train company in opening grocery stores and restaurants for fast food to achieve high profits.

It is also possible to set up special billboards in stations to be rented by companies and advertise on them in exchange for sums of money for the train company. We can use the facades of train cars to make them billboards and rent them to display ads on them, as it is a great idea that attracts people to it at the stations.

We can also hire maintenance workers and technicians from within the company's work team to reduce the cost instead of contracting with private maintenance companies that take high costs.

The great interest in safety equipment in trains and stations, which makes passengers turn out to be more frequent, which leads to greater profits for the train company. I recommend contracting with comprehensive insurance companies that are well known and licensed in Thailand.

It is known that train stations are a place where large numbers of people gather on a daily basis, so what was proposed to open grocery stores and restaurants will be very profitable. Assuming that the return on investment will be approximately 4 billion baht per year, and the return from advertising service is 4 billion per year, this leads to reducing the re-investment period and the project capital to 10 years, which is a reasonable period for such a large project. Therefore, from the above, it was suggested that the project be built because of the great benefits it would bring to the state and society, Which will save travelers a lot of time and bring them benefit and enjoyable.

The expected benefits of this feasibility study are based on a number of assumptions. While these assumptions are realistic, and current and future governments should take action to ensure they are mentioned

The benefits are realized and maximized

4- Conclusion:

The importance of project management in organizations can't be overstated. As there is a large interest in project management today because of the number of projects that it keeps growing and increases its profitability. A more disciplined approach can be used to manage all types of projects and help organizations succeed. Project management is the application of knowledge, skills, tools, and techniques to Project activities to meet project requirements. Managers must perform various duties, possess many skills, and continue to develop skills on the project.

The pharmacy and convenience store projects are profitable and successful enterprises in many places where people gather. Therefore, they are suitable to work on developing the portfolio of Aspire. Especially with the large number of diseases and the discovery of new diseases at the present time, it will become more and more demanding of different drugs and treatments required of most people.

Just as the high-speed rail project in Thailand is one of the most important projects because of its benefits to the state, society, economy and tourism in general.

The management of such mega projects needs experienced and competent managers to make it successful and achieve the goals required of it.

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