

Which Projects Come First? Ask Dale.

"Dale who?" you might ask.



Dale Carnegie. He was an American writer and public speaker who developed popular self-improvement, corporate training, salesmanship, and other courses [1]. His book *How to Win Friends and Influence People* has sold millions of copies. The man knew a lot about people and business [2].

If you have followed our posts, you know that we like to find great quotes and apply them to leadership, project management, or project controls. Both Dale Carnegie quotes qualify. Ironically, they seem to be contradictory. Or are they? Take a look.

"Do the hard jobs first. The easy jobs will take care of themselves."

"Don't be afraid to give your best to what seemingly are small jobs. Every time you conquer one, it makes you that much stronger. If you do the little jobs well, the big ones will tend

to take care of themselves."

Are Dale's statements reconcilable? Can they both be applied to project management? Do you hold the view that you must focus on the more complex project or tasks first, or the smaller? Is it possible that both these statements are not only applicable but helpful?

Here's my take on them. It's not practical to always do the hard project first, or the small one, since contracts and finish dates dictate which is more feasible. However, considering entire projects or individual tasks, every task or project, big or small, hard or easy, should be given your best effort.

Being diligent with small tasks helps establish great habits, experience, and skills while paying more attention to the schedule to see how to coordinate them with the complex ones. Therefore, these smaller ones get done before, concurrent with, or after the problematic projects when the schedule permits.

What do you think? Inquiring minds want to know.

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References:

1. (https://en.wikipedia.org/wiki/Dale_Carnegie)
2. (<http://www.dalecarnegietn.com/who-was-dale-carnegie/>)