Solution

# Project Boundaries

**What:** Annual sales meeting

**Why:** Recognize high performers, align everyone on strategy

**When:** 2nd week of January

**Who:** Field sales, internal sales, marketing, service managers, sales support from Finance, HR and IT.

**Where:**  Resort/hotel near a train station and major highway

**How:** $100,000

Purchasing creates and manages the contract

Awards dinner on first night

Theme banquet on second night

Presentations on both mornings

Recreation on afternoon of first day

Working groups on afternoon of second day

You may have placed a boundary in a different “W” category. That is acceptable. The goal is to get all the boundaries identified. Some of the boundary conditions could fit in multiple categories.

The answers to some W questions may be vague or uncertain. These are likely areas of flexibility in project planning and execution.