

PROPOSAL	CONSEQUENCE 1	CONSEQUENCE 2
Release a further one or two members of staff for the project.	Delays in other projects at the company.	More project management as there are more people involved.
Employ one or two more people to work on the project.	Increase in costs for training new staff.	Greater risk as we don't know the new project staff.
Outsource more work to suppliers.	Greater risk as we must use untried suppliers.	Loss of earnings as suppliers "eat up" our contribution margin.
Renegotiate the deliverable with the customer with the aim of simplifying project scope.	Reduce the project's sales price with consequent loss of profit on the part not performed.	Dissatisfied customer.
Draw up a plan that gives the customer the most important things on 1 June, and the less important things later.		
Get the three existing project staff to work overtime in order to meet the customer's demand.	Increase in project costs for overtime = smaller contribution margin.	More pressure on staff with consequent risk of more faults and the risk of dismissal.
Negotiate a compromise with the customer so that we do not have to hand over the product three months in advance, but perhaps only one or two months. Supplement with the other methods.		
Convince the customer that it will be possible to live with the original plan (the work must be done properly – more haste, less speed).		
Suggest that the customer takes part in the project (joint construction scheme) so that some time can be saved.		

FIGURE 4.20
Proposal for scaling schedule – with impact assessment.