

**2008 Project Management Welcome**

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Welcome to all our readers – a Christmas edition of Tipoffs this month, Christmas is coming and so is the Arras People 2008 Project Management Benchmark Survey. Launched today to catch you in full festive flow we are asking for your professional opinion on the market and a few questions about your self so we may compare with surveys past, present and future to catch a snapshot of the market, profession and likely trends for 2008.

**New Roles at Arras People**

ARRAS  
hot jobs

[Visit the Job Board for further vacancies](#)

**2008 Project Management Salary Survey – because you're worth it?**

Last year over a thousand of you took five minutes of your time to tell us about your on the ground experience in the project environment.

By completing our 2007 survey, we were able to tell you:

- The majority of Project Managers (37%) have a base salary between £35.5k and £49.9k pa
- Programme Management is the most lucrative areas of project management with 41% of respondents earning £50k plus
- Bonuses of 1-8% are the average on salary grades below £50k with 48% of respondents expecting to receive a bonus in 2007

THIS YEAR WE ARE BACK.....  
 ....AND WE NEED YOUR HELP.....  
 ....TO TELL US WHAT YOU KNOW BEST.....

Our 2008 survey will take a matter of minutes to complete and will allow us to tell you:

- How your salary/day rate compares to that of your peers
- Whether your salary expectations anticipated at the start of 2006 have been achieved
- How competitive your salary is compared to that of both men and women at your level

Follow the link below, complete the survey and you will qualify to receive a free copy at the end of January 2008.

> [Take the survey](#)

**Christmas Round-Up****What's hot and What's not!**

"Tis the season to be"....changing roles if the current recruitment activity is anything to go by. In the last few weeks we have seen a significant number of roles being generated often with decision required before the holiday break. Candidates, however are thin on the ground so good candidates are being rapidly snapped up and in some cases driving good deals-although be careful with this or you could see yourself having an offer recalled.

Candidates

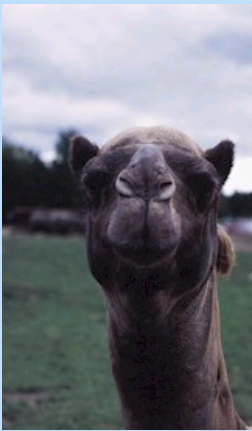
The majority of CVs I see at the moment seem to be coming from Financial and Telecoms sectors. The financial one is a reflection of people's nervousness about the sector in light of market confidence epitomised by the likes of Northern Rock and this was confirmed to me by a couple of candidates during telephone interviews; it's a strange situation where Financial Services is seen as a hot sector to be in and yet many of the PMs in there are trying to get out! Telecoms organisations seem to be downsizing significantly over the last few years, this may change again if someone commits to upgrading our broadband infrastructure.

## Clients

For me the last few months has seen less reliance on traditionally recognised PM strongholds (eg IT, Telecoms) and we are actually seeing a wider range of organisations looking for Project Managers. I would like to believe that more organisations are recognising the benefits of core PM skills. This is reinforced by clients not being as concerned that candidates come with specific sector knowledge although in many cases this does help.

I have a strong feeling that the growth sector in the next couple of years will be around what is termed the "Third Sector". Activities that would normally have been undertaken by a public sector body are now being 'outsourced' to not-for-profit organisations (charities, social enterprises and voluntary groups) as well as commercial organisations. This is an effective way for government to tap into specific knowledge on an as-needed basis. We are starting to see middle and senior roles for project professionals to manage £multi-million contracts often based around specific government initiatives.

**By Mick Hides, Arras People  
Project Management Blog**



### How to Manage a Camel

**We set up this blog to share with you what we at Arras and you are thinking, reading and hearing. We will post reviews and comments for you to consider and have your 2 penny worth to share with the Arras Community**

Add your comments to existing posts or let us know about your thoughts on **Project Management Tradeshow, Exhibitions, Conferences and Specialist Interest Groups**

> [Visit the blog](#)