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CAD Manager's Newsletter

STRATEGIES AND SOLUTIONS FOR THE REAL WORLD

By Robert Green

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Issue #505

What Management Really Wants

Approach your job in a way that meets management's expectations so they value you and your CAD team more.

I recently spoke to a group of CAD managers in the Philadelphia area and noticed that one of the topics I usually touch on — management expectations — generated a lot more questions than usual. I handled the questions as best I could at the time but wanted to share with you a more structured version of our discussions that day.

It's not that management expects you to do everything, but they do have expectations that I've found remarkably consistent over the years and it's important to know them. In this edition of the CAD Manager's Newsletter, I'll pass along my best tips for meeting management's expectations as a CAD manager. Here goes.

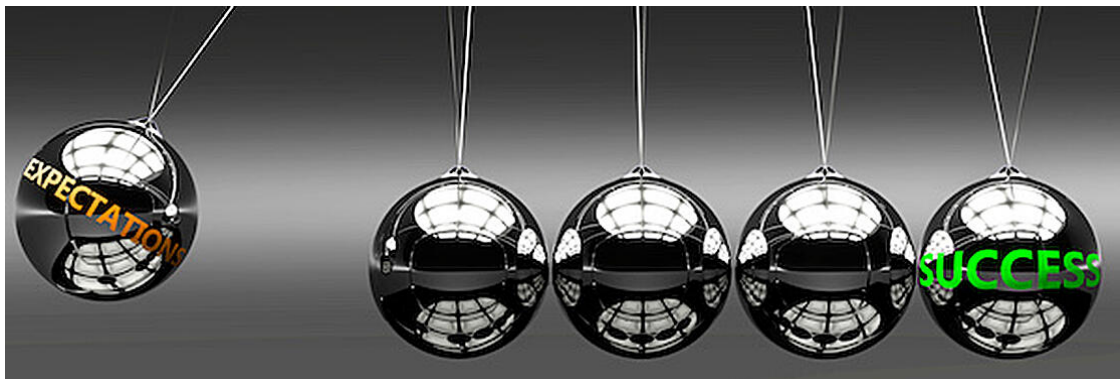


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Expectation: Communicate Like a Manager!

Senior managers are presented with a wide variety of problems every day and almost none of those problems have to do with CAD. So, it stands to reason that when CAD problems arise, management will appreciate a CAD manager who can communicate with them in a quick, unemotional, and easy to comprehend way so they can get to work fixing the problems.

Now, let's put this in a CAD manager's context by making the following communication recommendations:

State the problem and the proposed solution: If you must report a problem to your management team, explain what it is as briefly as possible and propose a solution. I've learned over the years that when problems strike, management wants to understand the problem's cause and then solve it rapidly. By offering a solution while stating a problem, I've found that problems are generally solved more quickly.

Bottom line: Tackle problems head on and propose solutions right away.

Write shorter reports: Write in a short, executive summary style. View your writing as a "conversation starter" that grabs senior management's interests so you can confer with them in detail later. It is better to get them interested with a quick email than bore them with a long, detail laden one that they'll never finish reading.

Bottom line: One written page max! Less is more.

Keep your budget updated: Whether you are responsible for a formal budget or not, make sure you communicate what you need — particularly if expenses will be going up. It is better to tell management about cost increases today (even if they don't listen) than to admit you missed something later. If there is a spreadsheet or official format for submitting budget items, take time to get acquainted with it and use it.

Bottom line: CAD managers who stay on top of their budgets are taken much more seriously by management.

Give great presentations: Whenever you give a talk to a group of managers, make sure you have a few "conversation starter" slides you can use to make key points. Steer clear of long presentations with lots of bullet points — it is better to have fewer, less specific slides. Just like shorter written reports lead to better dialog, shorter presentations lead to more innovative and meaningful discussions.

Bottom line: When presenting to management the goal is to demonstrate competency and build confidence.

Review progress regularly: Whether you're reviewing your own performance, other employees, project teams, or how well a new piece of software performs, make sure your management team knows you're on top of the details.

Bottom line: When management observes that you monitor key personnel, systems, and teams, they see you as a management peer which makes you more credible.

How else can you put your best foot forward? Learn more tricks to building a strong relationship with senior management so that your team can be more successful. [READ MORE >>](#)

3DEXPERIENCE WORLD 2023

February 12–15, 2023, Music City Center, Nashville, TN + Virtual

At 3DEXPERIENCE World, SOLIDWORKS and DELMIAWorks users, product designers, engineers, manufacturers, and students will “explore the technologies and trends that will transform their work and provide the freedom to create and imagine. Whether it’s creating new products, new lines of business or new opportunities, you will be inspired to innovate in new ways.” [Read more >>](#)

Solid Edge 2023

The 2023 release of Solid Edge software adds new tools that according to the company will help you streamline your product design, and empower you to create, connect, and collaborate. Solid Edge offers new licensing options and is now available as an Xcelerator Cloud and SaaS subscription, offering you options on how you access the program. The program user interface has been updated offering new interoperability enhancements. Plus you can do more with mesh models by using new simulation capabilities. Solid Edge 2023, is part of the Siemens Xcelerator portfolio. [Read more >>](#)



Video Watch: Companies Work Together for Sustainability Goals

Autodesk is working with Bravida, a 100-year-old electrical and mechanical contracting company based in the Nordic countries. The firm won its largest-ever job on the E4 Stockholm Bypass Project, a €3.1 billion motorway project to connect northern and southern Stockholm. The new bypass will be 21 km long, with the majority in tunnels – and Bravida was contracted to develop and install systems for power, lighting, HVAC, wastewater and firefighting. In one E4 tunnel alone, there are 76 transformers, 20,000 lighting fixtures and 23,000 sprinkler heads. Watch how automation and cloud collaboration capabilities in Revit and BIM Collaborate Pro yielded an 87% cost reduction in services, according to the company. [Watch video >>](#)

CAM Software

OpenMind’s hyperMILL 2023 CAM software is now available and the company will now offer product updates every 6 weeks so that users have the up-to-date tools that available. According to the company the new release offers several new automation features to help users save time, new 2.5D back boring is simplified, improved milling surfaces extension, and more. [Read more >>](#)

What's New from Our Sponsors



Facilities Planning and Engineering Taps into Digital Technology
Innovators Recognized at Bentley's Year in Infrastructure and Going Digital Awards. Find out how these winning entries are using digital technology to create powerful and usable ways to share and access data. *By Cadalyst Staff, January 24, 2023.* [Read more >>](#)

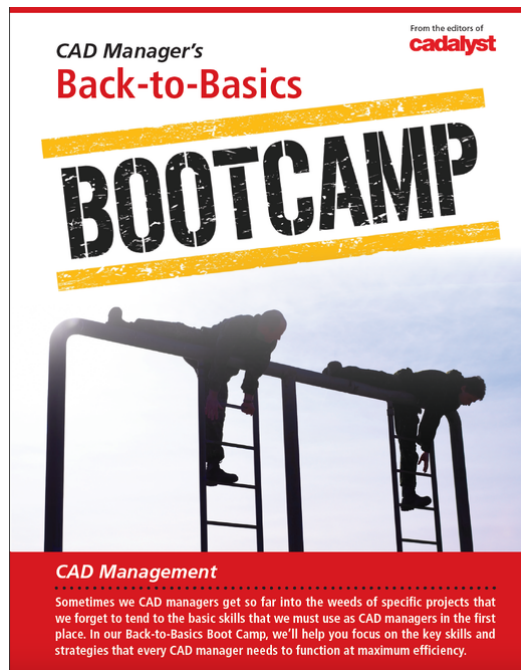
What's New at Cadalyst



CAD Manager's Column: New Year, New Plan
Even with all the uncertainty in the global economy and day-to-day work, the best way to have a successful year is to set goals and make plans. *By Robert Green, January 18, 2023.* [Read more >>](#)

GIS Solutions: All-in-One Handheld Devices Aid GIS Workflows
Combined receiver and data collection units expedite processes for U.S. utility company. *By Andrew G. Roe, January 12, 2023.* [Read more >>](#)

Free Resources



White Paper

CAD Manager's Back-to-Basics Bootcamp

Sometimes CAD managers get so far into the weeds of specific projects that it's easy to forget the basic skills that are needed as CAD managers. In our Back-to-Basics Boot Camp, we'll help you focus on the key skills and strategies that every CAD manager needs to function at maximum efficiency.

[DOWNLOAD NOW](#)

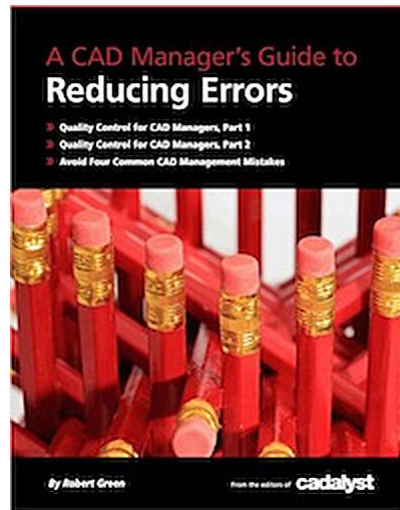


CAD Manager Chronicles Video Series

Episode 4: Making Upgrade Decisions

In this fourth episode of Cadalyst's CAD Chronicles, Robert Green discusses how best to make decisions around upgrading your software. When, what, how much, which seats? Find out how to make the best decisions for your work place. *By Robert Green*

WATCH NOW



A CAD Manager's Guide to Reducing Errors

Whether your problems stem from users who ignore standards, a company culture that doesn't prioritize quality, or self-sabotaging management techniques, this guide will set you on the path to greater efficiency, fewer mistakes, and better results. *(Compiled from Robert Green's CAD Manager's Column.)*

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