




# Theofanis Giotis, BA, MSc, Ph.D. c., CSAP

PMI-PMP®, PMI-ACP®, PMI-PBA®, CSM, CSP, PSM I, SMAC, CTT+, MCT, ITIL  
PRINCE2 Practitioner+Trainer, PRINCE2 Agile Practitioner+Trainer

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**Theofanis Giotis** has been managing projects and programs in the EMEA region since 1987 and has 30 years of professional experience in **Project, Program and Portfolio Management, Economics, Management and Software Development**. He is a **Thought Leader, Chief Storyteller, Agile Coach, Instructor, Consultant, Author, Trainer, Entrepreneur and senior Project/Program Manager**. As an entrepreneur, consultant, international speaker and trainer, Theofanis has worked in different cultural environments in EMEA region. He is CEO of **ITEC-CONSULTING (12PM Consulting)** since 1988, first President of **The Greek Chapter of Project Management Institute (PMI-GREECE)** 2005-2014, Vice President **PMI-GREECE** 2017-2019, and Leader Scrum Alliance, **Greek User Group** since 2014. He is an Adjunct Professor teaching **Agile, Project, Program and Portfolio Management** at **postgraduate level at four universities**.

Since 1987 he has managed hundreds of projects in the EMEA region using **plan driven (waterfall) and change driven (agile) approaches**. He has envisioned, planned, designed, developed & implemented hundreds of projects with 22.000+ consulting and training hours. Since 1992, he was heavily involved in Project and Program Management as part of a core team to setup **the first Program Management Office (PMO) in Greece, and one of the first PMOs worldwide**, for managing a **€200,000,000 budget program with 16 projects**.

He has given **150+ presentations worldwide** in ICT & Project Management and has passed more than **80 professional certifications**. Since Sept. 2005, he has published more than **150 articles for Project Management**.

Theofanis holds a **BA in Economics** from University of Athens, Greece, a **MSc in Management (O.R.)** from Lancaster University, UK and he is a **Ph.D. candidate in Project Management** at University of Piraeus. Also he holds a **Computer Programming/Systems Analysis degree** from ACE College, Greece. He was certified as a **PMP in 2004** and graduated from **PMI Leadership Institute Masters Class (LIMC) (2006-2007)**.

Theofanis serves as the International corresponded of **PM Forum and PM Ambassador in Greece**. Also he is a member of PMI, IIBA and CMAA. Since 1987, Theofanis has run **1,000+ workshops (Information Technology, Management, Project Management, Agile, Scrum, Business Analysis, ITIL, etc.)** with 10,000+ attendees. As of July 2010, he has trained over 35% of all Greek PMPs.

Theofanis is a teaching **Agile, Project, Program and Portfolio Management** at **postgraduate level at four Universities**. Also he represents Greek Standardization Organization (ELOT) at ISO TC 258 for Project, Program and Portfolio Management Standard. Email: [Theofanis.Giotis@12pm.eu](mailto:Theofanis.Giotis@12pm.eu), LinkedIn: [www.linkedin.com/in/TheofanisGiotis](http://www.linkedin.com/in/TheofanisGiotis)

## Eight (8) University degrees and continuous education diplomas/certificates:

1. BA (Economics)
2. MSc (Operational Research)
3. Ph.D. c. (Project Management)
4. Computer Programming Certificate
5. Commercial Application Analysis Certificate
6. Train The Trainers (TTT)
7. PMI Leadership Institute Master Class (LIMC)
8. Certified Systemic Analyst Professional (CSAP) post graduate degree

## BOOKS, ARTICLES and PUBLICATIONS:

- Have published 200+ articles in ICT, General Management, Project Management and Leadership
- Greek translation of [AGILE Manifesto](#) (Project Team Member)
- Project Management Basics (**BOOK, Theofanis Giotis**)
- GIS Systems (**BOOK, Chapter 9**) (ISBN 960-446-026-9)
- Advanced Project Management (**BOOK, Theofanis Giotis**)
- Collaborative Internet and Society (**BOOK, Chapter 18**) (ISBN 978-960-02-2565-5)
- PMP Exam Prep 8th Edition, Rita Mulcuhy (Contributor/reviewer)
- PMI-ACP Exam Prep, Mike Griffiths (Contributor/reviewer)

## SPEAKER EXPERIENCE in PROJECT MANAGEMENT and GENERAL MANAGEMENT:

- Since 1988 has delivered **250+ presentations** in the following areas: **General Management, Operations/Project Management, Leadership, ICT, Business Analysis, Operational Research, Software Development, RDBMS, etc.**
- Since 1990 has participated in **140+ international events, conferences and congresses** about ICT, management and project management.
- Since 2006 has delivered **44+ presentations in Global Project Management Congresses, Conferences and Events**.

## Volunteer Positions:

1. **PMI-GREECE Chapter**, Vice President, Professional Development .....2017-2019
2. **PMI-GREECE Chapter**, Deputy BoD member .....2014-2016
3. **PMI-GREECE Chapter**, Co-Founder and President .....2005-2014
4. **PMI Registered Education Provider** (PMI-REP) Advisory Group Member .....2007-2010
5. **Scrum Alliance**, Leader at Agile and Scrum Greece User Group ..... 2014-now

## Project Management related certifications:

1. Microsoft Solutions Framework Practitioner and Trainer(MSF) (**License 35201**)
2. PMI-ACP® - PMI Agile Certified Professional (**License 1495516**)
3. AXELOS PRINCE2® Agile Practitioner (**License GR649000125TG**)
4. AXELOS AGILE Shift®
5. Certified Scrum Master (CSM) (**License 000296269**)
6. Certified Scrum Professional (CSP) (**License 000296269**)
7. Professional Scrum Master (PSM I)
8. Scrum Fundamentals Certified (SFC) (**License 566245**)
9. Scrum Master Accredited Certification (SMAC) (Licence 09319479450583)
10. PMI-PMP® - Project Management Professional (**License 194233**)
11. PMI-PBA® - PMI Professional Business Analyst (**License 2310337**)
12. AXELOS PRINCE2® Foundation (**License P2R/866941**)
13. AXELOS PRINCE2® Practitioner (**License P2R/660765**)
14. AXELOS AGILE Shift®
15. AXELOS PRINCE2® Agile Practitioner (**License GR649000125TG**)
16. Microsoft Project 2003 Certified (**License 35201**)
17. Microsoft Project 2007 Certified (**License 35201**)
18. Microsoft Project 2010 Certified (**License 35201**)
19. Certified Systemic Analyst Professional in Project Management (CSAP) (**License CSAP0020**)
20. ITIL® Foundation (**License GR750257831TG**)
21. CompTIA Project+ (**License COMP10542916**)

*Agile Certifications*

*AXELOS public Profile...*

## Professional Training Certifications:

1. Microsoft Certified Trainer (MCT) (**License 35201**) ..... 1996-now
2. Certified Trainer by Greek Labor Organization..... 1997-now
3. Microsoft Certified Master Instructor (MOS) for Microsoft Office 2000 (**License 35201**) ..... 2000-now
4. Certified Technical Trainer (CTT+) by CompTia (**License COMP10542916**) ..... 2001-now
5. Microsoft Solutions Framework (MSF) Trainer (**License 35201**) ..... 2002-now
6. Accredited trainer by Greek National Organization for Certification of Skills (Level A&B) (**License 402625**) ..... 2002-now
7. Certified e-Trainer Facilitator by «The Training Clinic» ..... 2004-now
8. Microsoft Certified Master Instructor (MOS) for Microsoft Office 2003 (**License 35201**) ..... 2007-now
9. Certified PRINCE2 Trainer (**License P2R/660765**) ..... 2014-now
10. Certified PRINCE2 Agile Trainer (**License GR649000125TG**) ..... 2015-now

## Information Technology (ICT) Certifications:

1. Microsoft Certified Systems Engineer (MCSE)..... 1995-now
2. Microsoft Certified Trainer (MCT)..... 1996-now
3. CompTIA Certified Technical Trainer (CTT+) ..... 1997-now
4. Microsoft Certified Database Administrator (MCDBA)..... 1999-now
5. Microsoft Office **Master Instructor for Office 2000** ..... 2000-now
6. Microsoft Certified Solutions Developer (MCSD)..... 2000-now
7. Microsoft Certified Systems Administrator (MCSA)..... 2002-now
8. Microsoft Office **Master Instructor for Office 2003** ..... 2003-now

## GLOBAL STANDARDS DEVELOPMENT for Project, Program and Portfolio Management:



1. Practice Standard for Work Breakdown Structures (WBS), 3rd edition..... **Core Committee Member**
2. The Standard for Portfolio Management, 4th Edition ..... **Sub Core Committee Member**
3. Navigating Complexity: A Practice Guide ..... Content Reviewer
4. PMI Lexicon Translation to Greece..... Committee Chair
5. The Standard for Portfolio Management, 3rd Edition..... Content Reviewer
6. Software Extension to PMBOK® Fifth Edition..... Content Reviewer
7. Organizational Project Management Maturity Model (OPM3), 2nd Edition ..... Content Reviewer
8. The PMBOK® Guide 6th Edition..... Subject Manager Expert (SME)
9. The PMBOK® Guide 6th Edition..... Quality Control
10. The PMBOK® Guide 5th Edition..... **Core committee member**
11. The PMBOK® Guide 4rd Edition ..... Content Reviewer
12. Organizational Project Management Maturity Model (OPM3), 3rd Edition ..... Content Reviewer



1. Head of the Greek delegation at ISO TC258..... Head of delegation (TC 258)
2. Greek Translation of ISO 21500 for Greek Standardization Organization ..... Committee Chair (ELOT)
3. ISO 21504 for Programme Management ..... Member (TC 258)
4. ISO 21502 for Portfolio Management..... Member (TC 258)
5. ISO 21500 for Project Management ..... Mirror committee at ELOT Greece (TC 236)