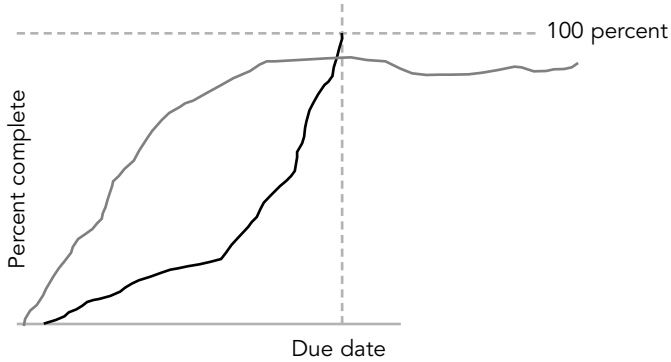


# FIGURE 7.1

## Research Results: The Liars Club

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The gray line indicates a typical “lying” project—one in which the real project status was not shared until it was too late. The black line indicates a typical “truth” project—one in which the real project status was shared early and often (and, early on, the project was late), but the truth provoked the focus that the project team needed to proceed successfully.



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Source: [http://web.mit.edu/jsterman/www/Liar%27s\\_club.html](http://web.mit.edu/jsterman/www/Liar%27s_club.html).