

Newsletter

April, 2018 | www.pmi-netherlands-chapter.org |

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Editor's Note

PMI global study shows that companies and specifically executive leaders underestimate the importance of applying efficient project management practices to drive successful implementation of business strategies. As a result, organizations waste resources and billions of Euros per year that can be invested to gain competitive advantage and increase shareholders' value.

I believe that we have a duty as project managers to bring awareness to our organizations on this topic. It is vital to communicate effectively that managing projects following international standards and frameworks will increase the chance to achieve our project targets in terms of budget, scope, time and benefits.

In few words, a proper planning of our projects is the need of the time. Benjamin Franklin, former American president, once said: "By failing to prepare, you are preparing to fail".

PMI® EMEA Congress (Berlin)

As a project, programme or portfolio management professional, it's your job to make a difference. But it can be challenging to do that when change is a constant – and you're expected to pivot at a moment's notice. PMI® EMEA Congress 2018 can help. It brings together hundreds of project, programme and portfolio managers from around the world for three days of top-quality, cutting-edge education, knowledge-sharing and networking. And with the focus on building skills you can apply straightaway, you'll leave able to make an even bigger difference.



Join us in Berlin and you'll:

- earn up to 17 PDUs across the PMI Talent Triangle® (more if stay on for SeminarsWorld®)
- benefit from a range of formats, including traditional podium sessions, offsite learning sessions, immersive workshops and an open forum discussion
- hear from inspiring speakers and experts in your field
- learn from other people doing your job in the same or different industries.

[REGISTER TODAY»](#)



WHY LOSE?

Keep your PMI and chapter benefits on track.

RENEW YOUR MEMBERSHIP TODAY.

Congratulations to Recent PMI Certified Members

Name	Credential
Alfred Gieltjes	PMI-ACP
Andre Smorenburg	PMP
Auke Bosscher	PMP
Bjorn De Haan	CAPM
Erik Eppinga	PMP
Franco Dackus	PMI-ACP
John Bemelen	PMP
Lars Bessems	PMI-ACP
Marek Veselka	PMI-ACP
Martijn Hageman	CAPM



Name	Credential
Mathieu WOHLHUTER	CAPM
Monique Klaver	PMP
Peter Keeble	PMP
Rinze Tjoelker	PMP
Roel Kemp	PMP
Stefan Ingelmann	CAPM
Thanh Nguyen, Ph.D.	PMP
Thierry Jans	PMP
Xu Wang	PMP

Events Calendar Overview

April		
23 - 26	Global: SeminarsWorld® in Minneapolis	More info
May		
7 - 9	Global: PMI EMEA Congress 2018 in Berlin	More info
10 - 11	Global: SeminarsWorld® in Berlin	More info
15	NL: May Chapter Event at Utrecht	More info
30	NL: 14e Project Portfolio Management Jaarcongres	More info

[Link to Event calendar on Chapter website](#)

Project Management in Action 😊



"Noah, tell me again who's your project sponsor?"

PMI Netherlands Summit 2018 - 7th edition

After the successful last edition of the PMI Netherlands Summit, the PMI Netherlands Chapter in co-creation with CKC Seminars are preparing for the 7th edition on **September 20th 2018** in Conference Center 't Spant in Bussum, the Netherlands. Central theme of the 2018 edition is:



It is all about the human factor in project management!

People drive Change

This era is about disruption, the digital transformation, lean start-ups, minimum viable products, IoT, Agile leadership, SCRUM, scaled Agile framework and the ongoing need to innovate and transform your organization to a 4, 5 or even 6.0 version and what have you. Key to success and even to succeed are projects, agility and continuous change. The latest PMI Pulse of the Profession® confirms this, indicating that high performing organizations build the capability and capacity to change and adapt quickly to shifting market conditions and competitive pressures. And where does that capacity reside? In the very human beings who struggle valiantly to deal with all this change.

When we look for the reasons that a project succeeds or fails, we usually come up with a complex cocktail of aspects: communication, resources, objectives, priorities, scope and on and on. And we tend to overlook the most important, the most powerful foundation which determines whether a project works or not: the human factor! 90% of crisis management focuses on the human factor. When a project is incredibly successful we discover again and again that the secret ingredient is engaging people working towards a shared goal. And what is so difficult and mysterious about that? You are about to find out. In this PMI Netherlands Summit, the human factor, the people drivers and ongoing developments in this area, in an agile and continuously changing world, will hold the center stage.

We will explore the human factor from different viewpoints:

1. The changing role of the project manager. Reinventing PM Leadership. The individual viewpoint.
2. Building high performing and successful cross-cultural teams, across the globe. The team viewpoint.
3. Engaging customers. The secret of Agile? The stakeholder viewpoint.
4. Co-operating with suppliers revisited. Keep competing or....? The supplier viewpoint.
5. What new behavior do we need to embrace and work with new project approaches? How to organize ourselves? A viewpoint from the rapidly changing digital world.

During the Summit we will explore the influence of the human factor in real world cases, scientific views and workshops to sharpen your awareness and insights on this important, valuable and often neglected area. Furthermore we will explore what the critical people drivers are and how these drive business value.

Invitation call for papers

You're invited to become a part of the leading conference on Project Management by submitting an innovative best practice or workshop corresponding with our themes. If you would submit a valuable suggestion, take a look into [the conditions](#) and [submit your paper](#) before **April 30th 2018**.

The program board will review the papers on content and connections with the conference themes plus the way you will contribute in achieving the objective mentioned above. Submitters will receive a notification of acceptance no later than May 15th. We assume you'll be available for the entire conference day so together we can explore "Project Management 0.5 – a reconstruction of Project Management". Duration of the sessions is 40 minutes (including questions).

Interested in visiting PMI Netherlands Summit?

Not submitting a paper, but interested in a PMI Netherlands Summit ticket?

Early birds will receive a € 50,- discount! Register before May 31st and visit this unique Conference for only € 345! PMI members will get a special discount, visit the registration form [here](#). Twitter with us [#pmisumnl](#)

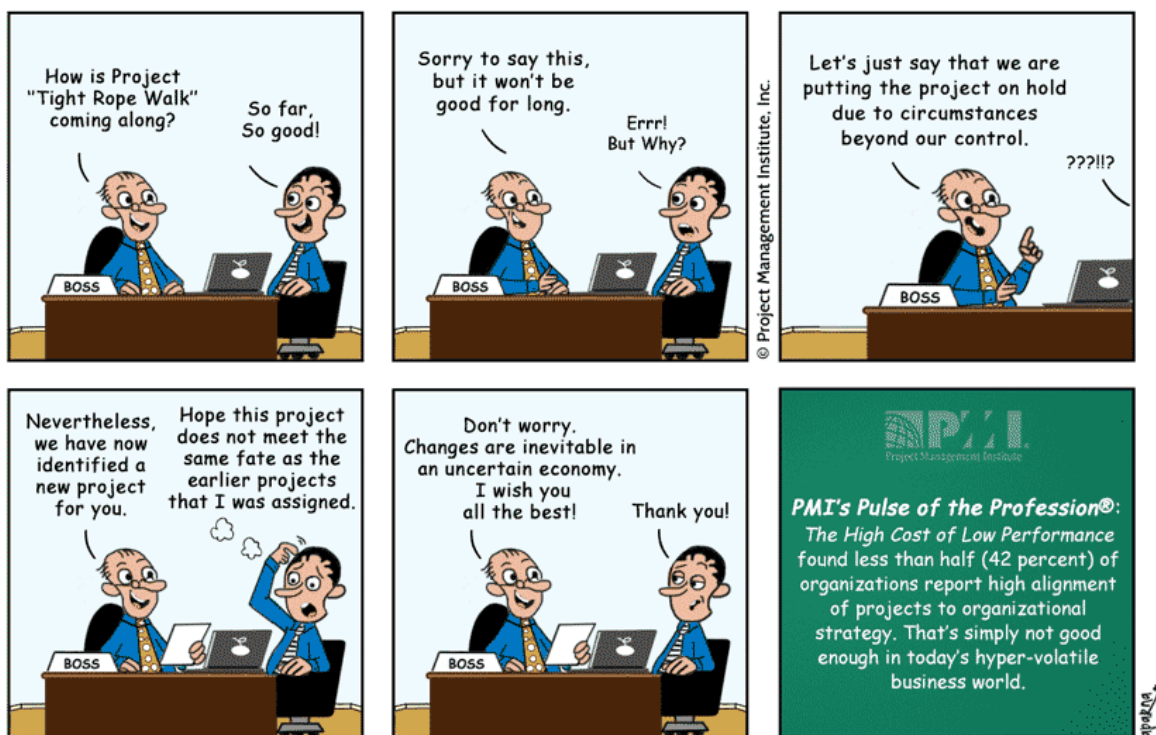
PMI Global

\$1 Million Wasted Every 20 Seconds By Organizations Around the World

The 2018 Pulse of the Profession®, a global survey conducted by Project Management Institute (PMI), reveals around \$1 million is wasted every 20 seconds collectively by organizations around the globe due to the ineffective implementation of business strategy through poor project management practices. This equates to roughly \$2 trillion dollars wasted a year.

The study shows that on average organizations waste 9.9 percent of every dollar due to poor project performance, and that around one in three projects (31 percent) do not meet their goals, 43 percent are not completed within budget, and nearly half (48 percent) are not completed on time. Alarming, executive leaders may be out of touch with this reality, as 85 percent surveyed said they believe their organizations are effective in delivering projects to achieve strategic results. These factors are leading to colossal financial losses for businesses around the world, with a significant broader macro-economic impact.

Project Management FUN-DAS™



All characters appearing in this work are fictitious. Any resemblance to real persons, living or dead, is purely coincidental.

“Project management is the driver of strategy, but organizations are failing to bridge the gap between strategy design and its delivery,” said Mark A. Langley, President and Chief Executive Officer, Project Management Institute. “Effective project management to implement an organizations’ business strategy is key, and has a significant impact on the bottom line.” (...)

“There is a powerful connection between effective project management and financial performance,” continued Langley. “Organizations that are ineffective with project management waste 21 times more money than those with the highest performing project management capabilities. But the good news is that by leveraging some proven practices, there is huge potential for organizations to course correct and enhance financial performance.”

In an era of increased financial scrutiny, shifting competitive pressures, and business disruption from evolving technology, the survey results point to five critical factors that can help organizations drive performance through more effective implementation of strategy.

- ✓ Executive Sponsor Engagement is the Top Driver of Effective Strategy Delivery
- ✓ Greater Connection Between Strategy Design and Delivery
- ✓ Optimize Investment in Strategy Implementation
- ✓ Leverage Disruption – Don’t Just React to It – Get Agile
- ✓ Define and Track Success Metrics



PMI Global

Status Reporting: Your Personal Brand

We all know that how you present yourself determines to a great degree how you will be perceived by others—and how they will in turn respond to you. When you take pride to present yourself professionally, the world responds accordingly—mirroring back to you the same level of respect you have for yourself. It's all about personal branding, right?

In the world of project and program management, you as the project or program manager are afforded an opportunity to promote your own personal brand on a routine basis—and that comes with the project/program status report! I am always shocked to see how many skilled project practitioners fail to truly take advantage of this opportunity or, even worse, help to degrade their own personal brand through sloppy and poorly structured stakeholder communications on a weekly or bi-weekly basis.

Here are some effective ways for you as PM to up your game and promote your personal brand in a positive manner via your project status report:

1. **Always use an executive summary at the top of your e-mail project status report.** You do not want to be that person that forces your most senior executives to have to pore over the entire status report and any attachments to hopefully glean the essence of what it is you are trying to communicate. Make it easy for executives to pick up on salient points at a glance so they can move on to other pressing tasks they have on their calendar. Use a single-line, bulletined format for the summary to again make the necessary impact for quick processing of the information:

EXECUTIVE SUMMARY

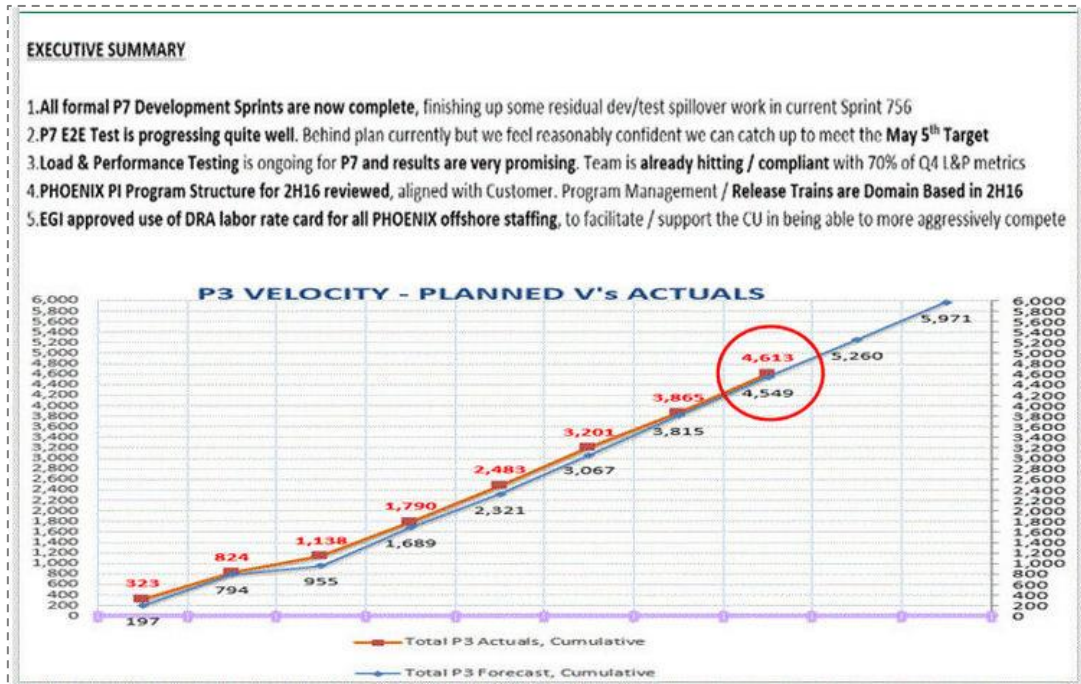
1. **All formal P7 Development Sprints are now complete**, finishing up some residual dev/test spillover work in current Sprint 756
2. **P7 E2E Test is progressing quite well**. Behind plan currently but we feel reasonably confident we can catch up to meet the **May 5th Target**
3. **Load & Performance Testing is ongoing for P7 and results are very promising**. Team is **already hitting / compliant** with 70% of Q4 L&P metrics
4. **PHOENIX PI Program Structure for 2H16 reviewed**, aligned with Customer. Program Management / Release Trains are Domain Based in 2H16
5. **EGI approved use of DRA labor rate card for all PHOENIX offshore staffing**, to facilitate / support the CU in being able to more aggressively compete

2. **Use bold font and/or italics to highlight certain words or phrases that you wish to emphasize in your messaging.** Use appropriate indentation to improve the legibility and provide alignment for bullets or sub-bullets in your overall status report. This helps to improve overall aesthetics and presents you in a more professional and considerate light to your stakeholders. Use spellcheck before hitting "send" and be hyper-vigilant that the status report conveys the message you wish to report as to the current status of your project and/or program (while simultaneously quietly communicating volumes about you and your personal brand!).
3. **Pre-empt the more obvious questions that your executive stakeholders may ask** when reading your status report—and take the necessary steps to answer those questions proactively (now!). For example, if you were to report "Base Station #4 didn't explode last Tuesday as was projected," it would be safe to imagine that executives may respond to you with some or all of the following questions:
 - "What the heck, dude?"
 - "What is going on with Base Station #4?"
 - "Are you on some strong medication?"
 - "When do you envision it will explode then?"

These are all legitimate questions and concerns given the type of open-ended statement you reported. A much better way to communicate this would be: "Cabling problem found earlier on Base Station #4 was corrected last week, thus completely mitigating concerns raised about possible fire hazard. A thorough audit of all remaining Base Stations is currently underway, to be completed by noon today—with any faulty cables corrected before COB. Customer ABC truly appreciates our proactive efforts to resolve this problem 100%."

4. **Sell your capability as a senior PM or program manager via your routine project status report.** You are being paid to solve problems for your immediate internal customers, all external stakeholders and the end user or client. Be absolutely certain that the tone and content of your reporting is communicating that you are a capable, competent and highly skilled project professional, demonstrating for all stakeholders that you have complete control over all aspects of your assignment. All risks or critical issues highlighted should be accompanied by clear steps that you and your project/program team are taking to resolve them—or proactively mitigating risks such that all cost/quality/schedule objectives are all still able to be fulfilled. You should never come off as a "victim," someone who cannot affect the needed change to get the job done (or cannot gain control of outside factors influencing your immediate program). You are being paid to solve problems and deliver results, so do so! If you use the project status report to whine, wallow in "woe is me" or in any way give up your power and authority, it will jump off the page. Not only will that seriously tarnish your personal brand, it will alarm your stakeholders—and have them questioning whether they need to seek a more capable leader to right the ship.

- Don't leave critical charts or data buried in an attached spreadsheet or slide deck—especially when making such data easily visible in the body of your report would be much more impactful and considerate of your audience (most importantly any harried members of the executive staff who may need to absorb the status quickly and move on with other business). Below your executive summary is an ideal location to enhance the message with a copy of a critical schedule, data graphic or other piece of vital schematic information. You could simply cut and paste a table from your slides and add it here in the body of the mail. I often use the "snipping tool" to capture a picture of some key data that I feel would help tell the story/key message that I wish to convey—and put it up front so that it doesn't get lost in any attachments.



So, let's be very cognizant of the power of project/program status reports. They not only communicate an effective message pertaining to the health and prospects of your current assignment, but also say something about you—the individual project manager, program manager, portfolio manager or PMO manager. Personal branding is key in today's gig economy—and we are all our own individual corporations selling our consulting services in the market. Whether we are currently working a three- to six-month freelance contract or for the same company for 10-plus years, the power of your own personal brand cannot be overstated. Protect it at all costs—and enhance it with each and every opportunity you get. Status reports are a fantastic vehicle for making your mark...don't squander it!

Adapted from: ProjectManagement.com, March 30, 2018, by Brian Anthony O'Malley

Help Wanted - Volunteer Positions

Regional PM Network and Drink Meeting Organizers: To organize informal PM Network and drink meetings to discuss PM related subjects; Promote PMI, PMI NLCH in your region and feedback suggestions and subjects to the chapter. Interested? Please contact: membership@pmi-netherlands-chapter.org

Event Coverage volunteer: We are looking for create a group of volunteers that regularly visit the chapter events and are willing to write a short summary for that chapter event. We will strive to it that it will result that a person has to write 1-2 times per year a summary. So a group of 5-6 persons or more would be great. Volunteers to contact events@pmi-netherlands-chapter.org

PM Fair

PMI Belgium Annual Congress



Theme: Facilitation: The Ultimate PM Skill?

The event will be set up like a Fair and will offer a fertile ground for professional interaction, networking and knowledge sharing. It will provide an opportunity to exchange ideas, opinions, values and best

practices with professionals from different industries/organizations in an informal environment. It will encourage active participation in various PM roles at special booths. It will also allow sponsors/authors to demonstrate their products or services to a targeted group of professionals. In nutshell, it will be a very special, very dynamic and a very friendly "Market" of Project Management.

As Project Management is not limited to any particular business segment or industry, we want to broaden our horizon with this concept to welcome practitioners, academicians, speakers, writers, lecturers, recruiters as well as sponsors from different organizations, industries, professions, universities, etc.



And icing on the cake, this year, we'll also celebrate during the PM Fair the 20th Anniversary of the PMI Belgium Chapter.

Early bird registration will open soon. For More Information, click [here](#)

Venue: Proximus Lounge – rue Stroobantsstraat, 51 – 1140 Evere (Brussels)

Individual Registration

The PM-Fair is the Yearly National Project Management congress organised by the PMI Belgium chapter for 19 years now.

Tarif:

Category (VAT 21%)	Early Bird Registration Fee From 15th April until 8th of July	Normal Registration Fee From 9th of July until 3rd of October (closing date for registration)
Student(*)	35€ (42,35€)	50€ (60,50€)
PMI Belgium chapter Member	115€ (139,15€)	165€ (199,85€)
Other Participants	250€ (302,50€)	350€ (423,50€)

(*) Ask your Student voucher at the address : events@pmi-belgium.be

Special Price for Corporate group registration:

- 10% rebate for minimum 5 participants
- 15% rebate for minimum 10 participants
- 20% rebate for minimum 15 participants

Please complete this [Corporate GROUP registration form](#) and send it to events@pmi-belgium.be

Note to PMI Chapter members: Please ensure that you have logged in before registering for an event. This will ensure that you receive the correct member discount. (See the Login button on the top right of the home page) -

The complete Process is described [HERE](#)

In case of any questions, doubts, or issues whilst registering for this event contact events@pmi-belgium.be

PMI Number

First Name *

Last Name *

Email *

NL Summit Voucher * I do NOT intend participating to PMI NL Summit

I would like to participate to the PMI NL Summit. Please send me my 25% discount voucher.



NETHERLANDS CHAPTER

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- ✓ Keith Mitchell, Chief Operations Officer
- ✓ Anthony Sichra, Editor – Newsletter
- ✓ Program committee of the PMI NL Summit 2018
- ✓ Jan Cardol, Chief Executive Officer
- ✓ Rommert Stellingwerf, Past President
- ✓ Paul van der Wilt, Secretary
- ✓ Vikram Srivastava, Director – Marketing and Communications

Let's stay in touch



Our webpage is the main source of information about the PMI Netherlands Chapter:

<http://pmi-netherlands-chapter.org>

You can also sign up here to get Chapter news on your email.



Join our LinkedIn group:

<http://www.linkedin.com/groups/PMI-Netherlands-Chapter-130083>

Share your thoughts and join discussions. We will also inform you about Chapter events, Newsletters issues and other PMI news.

You can also follow our company page:

<http://www.linkedin.com/company/pmi-netherlands-chapter>



Check out our Facebook Fan page:

<https://www.facebook.com/PMINetherlandsChapter>

which was set up to inform you about recent news and for community building purposes. We will let you know about Chapter events, Newsletters issues and share with you our meetings' impressions.



Besides the website, LinkedIn and Facebook you can follow us on Twitter:

<https://twitter.com/pminlch>

On a regular basis we send tweets to inform you about Chapter events, news from PMI etc. Have a look and give it a go and join other followers. Looking forward to tweet-connect.



To make reading our newsletters more convenient for you, we've created an Issuu account where you can find all our newsletters: http://issuu.com/pmi_netherlands_Chapter



You may also be interested in the [latest Newsletter of IPMA-NL](#).

Their calendar of their events can be found [here](#).



The calendar of events of the **Best Practice User Group-NL** can be found [here](#).