PMI

NETHERLANDS CHAPTER

Newsletter

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

In This issue...

Editor's Note

A new year has started and many of us has set personal and professional goals to achieve in 2018. Also PMI Netherlands Chapter will establish its 2018 targets considering the feedback provided by our members and lessons learn from last year.

Business complexity is increasing including stricter regulations (e.g. data privacy), progress in digital domain (e.g. block chain), and higher demand from stakeholders to deliver sustainable operations, amongst others. As a result, project managers should be aware of these and other relevant topics, and our chapter will make an effort to cover them.

We wish you a positive and fruitful year 2018!

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Congratulations to Recent PMI Certified Members

Name	Credential
Philip Willemsen	PMP
Martijn Vrenssen	PMP
Eric-Paul van Vulpen	PMP
Sandra van Guldener	PMP
Wil van der Poel	PMP
Paul van den Eijnde	PMP
Samo Simonian	PMP
Tim OToole	PMP
Geert Jan Medema	PMP
Paul Fagan	PMP

Events Calendar Overview

January		
PMI NL Chapter		
30	The Millennials versus ISO21500	More info
February		
PMI Global		
12-15	SeminarsWorld® in Scottsdale, Arizona, US	More info

Link to Event calendar on Chapter website

Project Management in Action ☺

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PMI Global

Competing Interests - Managing A Program Containing A Rival's Project Is A Tricky Balancing Act

It's a dream role for consultant organizations: oversee an entire program for an enterprise customer. But things can get tricky for IT program managers. Larger enterprise customers tend to rely on multiple technical partners to help drive their projects, as this helps minimize risk and promote competition between partners.

Challenging situations can arise for program managers. In some cases, they might find themselves responsible for an IT program containing projects being executed by both their organization's teams and competitors' teams. The conundrum is this: How can a program manager promote the success of his or her own organization while still supporting the success of the customer's entire program? Here are the three big lessons:

1. Stay Balanced

It's always easier to favor your own team. But when you're responsible for the success of IT initiatives being executed by your competitors, the playing field changes. Direct competitors find themselves under your leadership and direction. It's important to treat each project with priority, attention and fairness. It's not just about leading your team to success anymore—it's about making the customer's overall success synonymous with your success. It might seem strange to promote the accomplishments of competitors. But striking this new balance is mandatory.

2. Build Relationships

Competitors often will not be friendly. They might be apprehensive about sharing information, due in part to concerns about disclosing proprietary information and losing a competitive advantage.

But building relationships with a competitor's account managers and project managers is essential—without them, cohesion across the program is impossible. So where to start? Laying the foundation of a new partnership can be as simple as including the competition's engineering and project management team during customer design and scorecard review meetings. There's a bonus benefit: The customer can gain confidence that there is cohesion among teams across the program.

It's not just about leading your team to success anymore—it's about making the customer's overall success synonymous with your success.

3. Build Trust

Trust is hard to earn and easy to lose. It's even harder to build trust with competitor teams than with a customer. The key is to make clear as the program manager that your leadership approach with each project team is exactly the same regardless of organizational affiliation.

It is crucial to get in the trenches to strengthen the delivery of all projects. For example, ensure that a competitor's team has outlined dependencies throughout the program among its projects, your organization's projects and other competitors' projects. (At the Fortune 500 company, there were four consulting vendors in the program mix.)

When teams trust that you are leading them to project success—rather than just guarding your own reputation—company affiliation will become irrelevant.

Adapted from: PM Network Jan-2018, by Oyvetsky, Marat

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Innovative Approach to Academic Outreach 2017 continuing in 2018!

PMI NL has embraced innovations Academic Outreach and Education Foundation. Our team of volunteers has been making progress on our goals for the new year and we are looking for new PMI members and young professionals to help us connect with schools and Non-profit volunteering organizations during the course of 2018.

We use an Agile Project Management processes and tools to share activities and allow members to work tasks collaboratively. Below some of the team at a 'working pizza session' last year.

Join us, it is easy, fun and rewarding!

- Connect with Project Research Universities.
- Coach Students in one of our school events or NGO organizations.
- Help to translate content or marketing material.
- Work to increase our impact via social media.
- Innovate with us on the next big thing in continuous learning.

For more information or interest to join, please contact: Liz Hector (Academic-outreach@pmi-Netherlands-Chapter.org) And don't forget to check intro video on PMI Education Foundation here.

Data privacy

The PMI Netherlands Chapter is committed to protecting the privacy of visitors to its websites, and views the protection of personal data as being of fundamental importance to the operation of its business. Personal information about customers and website visitors is held securely and is treated with the utmost care. PMI Netherlands Chapter complies with the requirements of the Personal Data Protection Act and other privacy legislation.

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Google Analytics

The PMI Netherlands Chapter makes use of Google Analytics to track how users make use of our website. The purpose of this is to improve the quality of the website and users' browsing experience. This information can also be used to put targeted information on the site. This allows the PMI Netherlands Chapter to tailor its services to you. The captured information, inclusive an anonymous version of your IP address, is transferred to Google's servers in the United States. You can read Google's Privacy Statement for more information.

The IP address is a number that is automatically assigned to your computer when you browse the internet. This information can also be used to see how the website is being used and for analysis and reporting purposes. In principle, IP addresses are not linked to information that would identify you, unless you have given your explicit permission for this.

For further read, click here.

Project Management Research seeks survey input from Professional PM's

PMI supports academic research, and from time to time graduate students look to develop their thesis by asking project managers to answer a questionnaire. All information is confidential. Following the work, we will ask the student to a member event to showcase the research and outcomes of their work.

Below is a synopsis of the research and a link to get started. If you have any questions please feel free to contact Liz Hector

Delft TU Infrastructure Design and Management is conducting research with an overarching aim of "contributing to the measurable improvement of the performance of infrastructure and engineering projects". Our research study deals with identifying success (or failure) of projects and which activities and processes would contribute to the measurable improvement of project performance.

The survey will collect data related to the front-end development and execution phase of completed projects. Our target is to receive data by 5 February 2018 from projects in the process industry, infrastructure, real estate and urban planning which allows us for cross-sectoral comparison.

We would like to invite you to participate in our research by filling out the survey regarding your last completed project. All the names and responses will be kept confidential. With regard to sensitive information, such as financial data, we only ask for percentages instead of absolute values. It will take approximately an hour to complete the survey. Please consider that it is possible to complete the survey in multiple sessions. You can choose to interrupt the survey by simply closing the internet page. To continue, please reopen the link in the e-mail (using the same computer and same browser!).

Please click on the web link here, to begin with the survey.

PMI NL Board - a team working for our future

The PMI Operational Board meeting for 2018 held on 20 January centred on plans to make 2018 a great one for our members. In the meeting, we thank our outgoing Operations Officer **Rene Vielvoije** and our CEO **Henk-Jan Molenkamp** for their value contributions. At the same time, we welcome **Keith Mitchell** as new Operations Officer, **Lars Bessems** as new Director Events and **Jan Cardol**, as new CEO for PMI NL Chapter. Together as team, we reviewed feedback from our member survey, assessed where our members get the most value from our organization, and formatted a year ahead to meet those needs.

Please join us at the annual meeting to learn more about our year plans and the team who helped to craft them.

Our board members are excited about working together to make 2018 one to be proud of!

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

Social Media volunteer: PMI NL aims to bring value to its members in many ways. With Social media well active these days, we are looking for a volunteer who can help us taking our social media presence to next level, be it Facebook, Twitter or LinkedIn. Interested volunteers to contact communication@pmi-netherlands-chapter.org

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Want to become our Sponsor? Please check our website for more information.

This Month's Newsletter Contributors

- ✓ Liz Hector
- ✓ Keith Mitchell
- ✓ Anthony Sichra
- ✓ Vikram Srivastava

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, Newletters 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, Newletters 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.