



KARACHI PAKISTAN CHAPTER NEWSLETTER

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PMI Karachi Pakistan Chapter initiates Mentor Program

PMI Karachi is the first chapter in Pakistan to initiate the Mentoring Program. The program is still in its planning phase and is scheduled to launch its pilot in first quarter of 2007. The core team and the volunteers make up a 9-member team that is going to bring the mentoring program to a membership body of some 75 PMPs and many more aspiring PMPs. The chapter president M.Asam Mirza fully endorses this program and says that "PMPs can benefit from proper instruction and best practices of other more experienced PMPs and what better way than to do it through a structured mentoring program." Ms Fawzia Salahuddin, PMP the Project Manager of Karachi Chapter Mentor Program is very dynamic and is actively engaged to bring this program to success.

PMI-Leadership Institute Master Class 2007

PMI-LIMC 2007-class 2 had 1st class session from Oct 17-19, 06 in Seattle, US. Mr. M. Aslam Mirza – PMI-KPC was the 2nd candidate selected from Asia in class. He attended the Masters Class that followed the 3-day Leadership Institute Meetings on Oct 19, 20 & 21.

PMI-Leadership Institute is poised to develop & enhance leadership skills in PMI-members to help meet the competence requirements for PMI-Good Governance Program. The LIMC is a yearlong training program that has 3-class sessions, number of teleconference discussion forums, and number of telephonic one to one sessions to help progression on course and advancement of learning.

Mr. Mirza presented a paper on "New Dimension of Leadership for Virtual / Remote Team" on Oct 21st, 06 in Leadership Meeting

You can dream, create, design, and build the most wonderful place in the world....

But it requires people to make the dream a reality

- **Walt Disney**

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Successful Project Negotiation- Settle for Victory

By Dr.S.Hasnain Rizvi, PMP, CPCU, Ph.D.

'You can stand tall without standing on someone. You can be a victor without having victims- Harriett Woods'

Some time ago, I read an intriguing article on negotiation by Rhonda Abrams, Founder and CEO of www.PlanningShop.com. Abrams' message was that whenever we are involved in project negotiation or a dispute the goal should always be to, "Settle for victory."

Occasionally, in the midst of a conflict, we become so obsessed with defeating the other side that we lose sight of what constitutes a win for ourselves or even for the project. We may feel a sense of anger or hurt, so our mind may wander towards thoughts of inflicting pain on the source. That is rarely the best route to ensure project success.

Instead, learn how to focus on getting a positive outcome for the project goals rather than punishment for the other person. Eventually, the strongest voice for you as a project leader will be a successfully delivered project.

One of the most important questions we can ask ourselves when we are involved in a project in dispute is, "What would be a good outcome or decision regardless of what happens to the other person?" You may well make some of your best decisions during such moments by asking this question. Clear thinking will empower you to keep a project momentum going.

How do you learn to settle for victory? First, in a dispute, keep an open mind and think of different options that might work for the team. Frankly, if you only have one position, you are not negotiating- you are demanding.

Next, communicate. If the communication channels slow down and grind to an uncomfortable halt, there is no hope of a

PMI Karachi Pakistan Chapter Conducts Training Course

PMI Karachi Chapter conducted a Training course on Project Management Knowledge and Professionalism in practice at Marriott Hotel Karachi from Nov 20- 24, 2006. The course was intended to develop "An understanding of Project Management & PMP-Exam Preparation". Mr. M. Aslam Mirza, CE, MBA, PMP & Mr. S.M. Mumtaz Ahmad, B.Sc Engg, PMP volunteered their services to PMI Karachi Chapter for this course. The income from this course will be spent towards some expenses of International Symposium on Project Management planned for 2nd quarter of 2007. The following were the participants to this course.

Sr	Name	Designation	Company
1	Mr. Jamaluddin	System Analyst	Saudi Cement Company
2	Zia Salahuddin	Sr. Project Manager	THK Solutions (Pvt) Ltd
3	Shahid Kamal Ahsan	Planning Engineer	BP Pakistan Exploration
4	Mohamma Zahid	Field Service	Getronics, Saudi Arabia
5	Salman Halim	Category Manager	etilize
6	Mudassar Iqbal	Head-Internal audit	Colgate-Palmolive
7	Ali Abbas	OAM	etilize
8	Dawood A. Memon	Sr. Zonal Manager	Colgate-Palmolive
9	Ahmad Rauf Rehmani	Manager IT	Colgate-Palmolive
10	M Mudasar Ansari	Executive-IT	Barrett Hodgson
11	Sadaf Shaikh	Enterprise Project	KalSoft (Pvt) Ltd
12	Abdul imran	Sr. Software Manager	THK Solutions (Pvt) Ltd
13	M Umair Mulki	Project Manager	THK Solutions (Pvt) Ltd
14	Syed M Mujeeb	Vice President-IT	United Bank Ltd

Monthly Seminars

[An overview of 27th Session of PMI Karachi Chapter](#)

Software Release Upgrade-A Project management Approach by Mr. Muhammad Rashid Ali Khan, PMP

The presentation "Software Release Upgrade – A Project management Approach" delivered at 27th Session of PMI Karachi Chapter on 5th September '06 covered all high level required information, to upgrade a software application using Project Management techniques. An overview of this presentation by is as under:

According to the statistics, only 25 to 30 percent projects have

positive outcome. Unresolved project issues do not get better just because you are ignoring them. Try hard to not take things personally. The other party may suggest approaches you find difficult or perhaps even insulting. Remember to look for what works for you and the project in the long run, even if it hurts your ego momentarily.

Finally, look for win-win situations, where both sides leave with something. Contrary to popular belief, you would be surprised at how many times this can actually happen. Remember, for you to win does not mean that the other side has to suffer a defeat.

The writer an active member of PMI Karachi Pakistan Chapter is currently working as Project Director at ESRI, Inc. in Southern California. He can be emailed at HRizvi@GlocalPM.com

PDUS UPDATES OF KARACHI CHAPTER

Karachi Chapter has started issuing 1-2 PDUs (Under Category 3) for PMP Attendees Of its monthly sessions.

Group reporting for 28th session

Group Reporting to PMI was carried out for the following attendees of its 28th session with 1.5 PDU for each (Under Category 3):

1. Muhammad Naveed Azam, PMP
2. Syed Yasir Jilani, PMP
3. S.M. Mumtaz Ahmad, PMP
4. Mohammed Rafi Khan, PMP
5. Rafiq Lakhani, PMP
6. Shuja ur Rehman Khan, PMP
7. Mohammad Munaf, PMP
8. Muhammad Aslam Mirza, PMP
9. Haseeb Uddin Sheikh, PMP

been completed on time and within estimated cost. It is because of lack of knowledge in applying proper project management methodology.

Release upgrade for large software applications is a complex daunting task, specially if it involves multiple projects, which converge to one big release. These days software applications are more complex because of growing complex user requirements. To manage changes in such a complex application, we need to be very organized. Otherwise one could easily impact triple constraints i.e. time, cost and scope which could result in schedule slippage, cost overrun, risk exposure without contingency plan and compromised-quality etc.

I don't have enough idea of Pakistani IT market but in this presentation, I delivered a proper practical way to follow, which is already being followed, with more or less same techniques, in many software organizations in North America, to do a software release upgrade.

Presentation Assumptions

In this presentation following assumptions were made,

- An Application Service Provider (ASP) company is upgrading ABC software for their Client.
- Organization structure of ASP company is Matrix based.
- SDLC methodology is Water Fall.
- Software Release includes multiple projects.

Who would be Stake Holders?

List could be long but in short, the Stake Holders of this project would be Application Development Manager (ADM - who is Sponsor), All Managers under ADM, Release Team Members, Operations Department, Client and any other person who is directly/indirectly is being impacted by this project.

Payback of PM approach

Applying Project Management techniques in your projects make most of the business processes flawless, consistent and repeatable. In this way we would be able to reduce number of defects in your software products.

Welcome 10 New Members of PMI Karachi Chapter

PMI ID	Name	Company	Date of Joining
811329	Anwar A Qureshi	Roche	1-Sept-06
812545	Saleem A Ghani	Nexgen Computing Consultants	1-Sept-06
814307	Kamal I Khan	Pacific Distributors	1-Sept-06
820339	Khalid Latif	National Telecommunication Corporation	1-Sept-06
827110	Murad Sitwat	Chevron Pakistan Limited	1-Oct-06
827703	Aftab A. Syed	Meinhardt (Pakistan)	1-Oct-06

More Avenues of Earning PDUs though Karachi Chapter

1. Volunteer for Newsletter and get 5 PDU per year (Category 5).
2. Volunteer for any of the committees of Karachi Chapter and earn 5 PDU per year (Category 5).
3. Make a presentation at any of the monthly session and earn 5 PDU per presentation (Category 2D).
4. Attend any Training session / course/ symposium presented by Karachi Chapter and earn PDUs as mentioned in the Flier (Category 3).
5. Volunteer as Training Provider and earn 5 PDU per year (Category 5).
6. Develop content for a structured project management learning program and earn 10 PDUs per program (Category 2G).

Chapter Stats

As of 1st November 2006 there are 72 Members and 38 PMPS in PMI Karachi Pakistan Chapter. There are 182 more members including 39 PMPs in the Karachi region who have yet to become members of PMI Karachi Pakistan Chapter.

Global Stats

As on 1st October 2006, there are 215,367 members and 206,776 active PMPs globally.

828175	Syed Alay Raza Rizvi	BearingPoint	1-Oct-06
830902	Intakhab Mehboob Khan		1-Oct-06
832606	Muhammad Ibrahim Khan		1-Oct-06
833757	Sadaf Shaikh	KalSoft (Pvt) Limited	1-Nov-06

Congratulation 6 New PMPS



PMI ID	Name	Company	Date of PMP
734114	Syed Yasir Jilani	Siemens AG	14-Aug-06
770732	Hamidur Rahman Adnan	Moammar Information	9-Sept-06
811329	Anwar A Qureshi	Roche	9-Oct-06
773750	Adeel shafqat	IBM	26-Aug-06
783287	Fazal Karim	Ford Rhodes Sidat	31-Aug-06
801667	Muhammad Rehan Ullah,	Jaffer Brothers Pvt Ltd	16-Oct-06

Announcement

The Institution of Engineers Pakistan-Karachi Centre in collaboration with All Pakistan Contractors Association & PMI-Karachi Pakistan Chapter is holding a-day long Seminar on Jan 06, 07 at IEP-Auditorium, Karachi. The event will help promotion of Professionalism in Project Management in Engineering Professions & Construction Industry.