

Your contract in zekobekosheko language¹

Parts 2 & 3

Almahdy Eltonsy

Cairo, Egypt

In part 1:

Non-FIDIC contract:

A contract has been executed with a governmental body in local language with local governing laws including duty laws. As a project manager you are requested to run the project; to run the project you need to read the contract. You will read the English version although the governing is the local language. You have an office in the country with citizens knowing the language. You have legal team from the country, knowing the laws and define the risks. Even the local legal team negotiated the contract to reach the final version you have now in your hands.

To read the story from the beginning, [click here](#).

Part 2:

Now it is time to take over your project and do what you are born to do: Program / project management.

How to set your priorities?

What to look at?

How to establish a team?

You are running a complex project with many stakeholders; let us first talk about the internal stakeholders.

Define your internal stakeholders:

The local team, your key to a successful project or opening the nightmare window...

It's important to understand very well the local team. The local team will be your catcher; you need to understand the stress they will face.

- They are near to the customer; customer can reach them at any time.
- They need to have answers.

¹ How to cite this paper: Eltonsy, A. (2018). Your contract in zekobekosheko language, Parts 2 & 3; *PM World Journal*, Vol. VII, Issue VIII – August.

- They need to have authority or at least looks like that.
- They need to protect the company's face.
- They need to keep good relationship with the customer.
- The project is done in their home country; they will face a stress like "it is your country"
- They need to relate to you, with regular touch points and regular meetings.
- They can give up under huge stress, they are between the mill stones; you need to clearly understand that; you need to proactively moderate their load; you need to understand their emotions and energy; at the end they have to deal with the customer issues and act as a bad guy in some situations in the same time to maintain the relation.

What else could happen?

Part 3:

Your contract in zekobekosheko language:

In part 1, a contract was executed with a governmental body in local language with local governing laws including duty laws. As a project manager you are requested to run the project, to run the project you need to read the contract. You will read the English version although the governing is the local language. You have an office in the country with citizens knowing the language. You have legal team from the country, knowing the laws and define the risks. You start to define your internal stakeholders

In part 2 we defined the internal stake holders starting with the local team, in which we described what they may face.

In this part we will continue to talk about your internal stakeholders, first to highlight more about how to manage the local team.

Managing local team:

Local team owns it all, they need to close the project ASAP, they need to keep good relationship with the customer as they will continue with the same customer for some time, they will look for expanding their work with the customer, the last thing they would need to do is to be the bad guys, they will look for the key opinion leaders and word of mouth in the market, they will look for their own personal brand.

As described in part 2, we defined what could face the local team; accordingly, selecting the right persons is very critical. It starts from the very early beginning.

Starting from point Zero:

Sometimes you must deal with what you have or what they give to you and your input will not affect the decision.

First: if you must deal with a team that you didn't select you need to raise your hand with any inadequate selection, simply say: "I have the following concerns" and name them objectively.

You may face stress from the local business management who usually have more power than you have; he made the deal and he has many connections.

Point Zero is to know the business management in country, build a strong relation with them based on the common ground.

Understand the deal history, listen carefully (very carefully) to the little notes about the customer and how the company got the deal. This is not a stakeholder analysis; this is still in building a good relationship with the local team.

Business management in country has a lot of info; you need to study well the business manager history. Is he new in the position? How long has he been with this project? Is he a sponsor for this project (with / against)? These little pieces will enable you to formulate a complete picture of the project.

Business management in country will definitely help you in selecting your local team, but be aware their selection criteria for business management is totally different than selection criteria of the project management.

Conclusion: starting from the in-country teams is so important, before working with your own team, formulating it, you need to spend time with the local business management. Really important, listen, listen and listen.

About the Author



Almahdy Eltonsy

Cairo, Egypt



Almahdy Eltonsy, IPMA – B is a Senior Project Manager, Siemens Certified project manager, Starting with Siemens in 1993, Almahdy has extensive technical and managerial experiences, gaining the ability to work cross-functionally in a time-intensive environment. One of the most important milestones in Almahdy's project management career is Children's Cancer Hospital in Egypt (57357) (www.57357.com), a 30 Million Euro Project. As a GPM for this strategic pivotal project, the scope was not only project management but also the service management, in addition to work with accreditation bodies.

In 2012 Almahdy moved to GE HealthCare to work as a product service manager for Surgery – X Ray – Intervention – Ultrasound – Life Care solutions, using his experience in leading the service team with project management methodology. Almahdy's motive to change is to take a new challenge and exposure to new cultures and discipline, taking advantage of his technical and managerial skills and using the project management tool box in general management aspects.

In 2014 Almahdy promoted as the Director of service for Egypt then in 2016 to Affordable Care Products and Critical care solutions products service manager for Africa.

As GE transportation signed contracts with Egyptian Gov. to supply 100 new locomotives in addition to rehabilitation of existing fleets with long term contracts for 15 years with a sum equal to 575 Million USD, Almahdy decided to move to GE transportation starting 2018 as Senior program manager, middle east and north Africa.

In addition to his work in healthcare, Almahdy worked as an IT project developer with one of the largest media and advertising groups in Egypt. Almahdy was able to realize a new methodology and software for Media planning and advertising campaign planning. Almahdy holds a B.Sc. in Systems and Biomedical Engineering from Cairo University - Faculty of Engineering, and passed many specialized courses in Siemens, GE and Microsoft. LinkedIn: Almahdy Eltonsy. Email: Almahdy_eltonsy@yahoo.com