

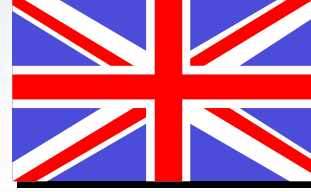


Project Management for International Consulting Projects

Presented by Tony Mason
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United Kingdom



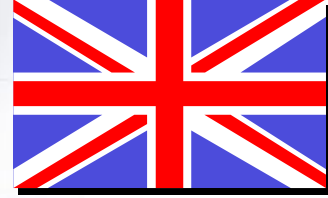
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- International project management is all about communicating with people.



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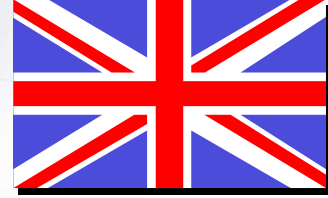


- Technical expertise
- Knowledge of local legislation
- Organisational skills

are important, but can still lead to failure without proper communication.



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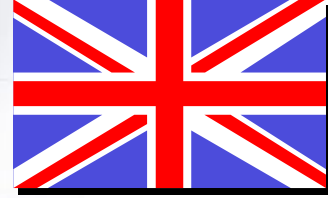


- Find out your client's objectives for the project and those of any third parties involved.

The financial outcome is not necessarily the key aim.



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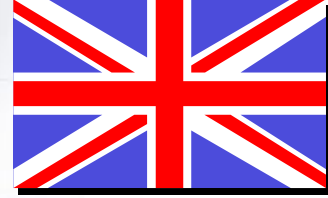


- Do not stay sat in your office. Visit the countries you advise on and meet as many people as possible.

You will learn an enormous amount which will change your advice.



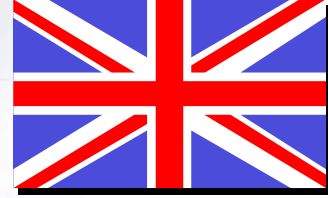
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- Try to understand the differences in the cultures of the individuals involved in the project.
- Find out about local hot topics of conversation.
- Beware of the common language.



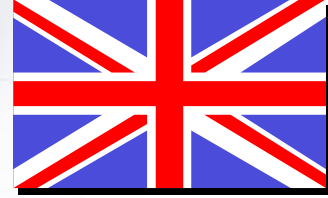
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- Try not to:
 - refuse to travel because of personal security
 - complain of jet-lag
 - complain about local food/accommodation/customs
 - refuse offers of local hospitality



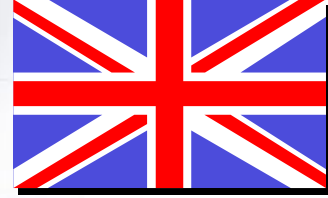
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- Be prepared for the unexpected.



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- Enjoy yourself!

Enthusiasm and a smile are frequently far more important than technical knowledge.