
PM WORLD BOOK REVIEW



Book Title: ***The Procurement Game Plan***

Authors: **Charles Dominick & Soheila R. Lunney**

Publisher: **J. Ross Publishing**

List Price: US\$ 44.95 Format: hard cover; 6 x 9, 264 pages

Publication Date: January 2012 ISBN: 978-1-60427-067-9

Reviewer: **Likhit Verma**

Review Date: May, 2013

Introduction to the Book

The book offers a fresh view and compelling illustrations to understand Procurement practices. The authors have provided a well-timed, easy to read manuscript to significantly improve value contribution in procurement organization.

This book is not just talk about theory but also how you bring theory to life and achieve success. The authors have drawn from their own experience as teachers and practitioners and have made a number of comparisons to sports.

Authors simplify complex concepts and break them down into easy-to-follow steps so that professionals with different skill levels can apply them and achieve tangible results for their organization.

Overview of Book's Structure

The structure of this book is appropriate as it associates each chapter with sports analogy as follows:

- Chapter 1: What Position Does Supply Management Play?
- Chapter 2: Developing the Procurement Playbook
- Chapter 3: Ensuring That You Have the Right Players on Your Team
- Chapter 4: The New Rules for a More Responsible Game
- Chapter 5: Marching Toward the Goal Line
- Chapter 6: Separating the Winners from the Losers
- Chapter 7: Jockeying for Position
- Chapter 8: Adapting Your Game Plan for Different Conditions
- Chapter 9: From the Whiteboard to the Field
- Chapter 10: Analyzing the Scoreboard

Chapter 11: The Sticks, Gloves, and Bats of Supply Management
Chapter 12: “Special Teams” Players Are Important
Chapter 13: Becoming an All-Star

At the beginning of each chapter the sports analogy lays out the intent of that chapter’s topic. This simplifies the ability to quickly find a specific aspect of any particular chapter’s content.

The book focuses on topics of utmost importance from the fundamentals of procurement/supply management to the emerging trends likely to revolutionize the way procurement is done in the future.

Conclusion summarizing each chapter is used to check your understanding of the concepts. At the end of each chapter, ‘References’ are identified.

Highlights: What’s New in this Book?

The chapters have been articulated with easy-to-grasp concepts. This book has wide readership from college graduates to CPOs. The association of the concepts of procurement and supply management by drawing similarities and contrast between real world and sports makes the reading exciting!

Book lists the best practices and winning strategies which is useful for the young professionals and refreshes some concepts for supply professionals.

Highlights: What I liked!

The authors articulate procurement from a new angle. For a topic, that may otherwise seem to be very dry and boring, Authors used techniques, sports analogy, Key Ideas, to make this material not only educational but interesting. As a supply chain management student, I found the book enlightening and very helpful. The book identifies not only a concept of supply chain, but also introduces winning strategies to approach procurement management in today’s competitive global marketplace.

Shortfalls: What was Missing?

I couldn’t find any shortfall in this book. But I feel a glossary of procurement terms at the end will make it more helpful for the emerging professionals who are considering procurement as a career. I personally enjoyed this book as it encouraged me to learn more about the procurement strategies.

Who might benefit from the Book

This is a good book for professionals engaged in or considering procurement and supply Management as a career option.

This book is not like any classic dry textbook, but is an easy read for everyone in procurement and has things to learn for every supply professional.

Conclusion

For me, this book offered an insight to procurement and supply management through easy to grasp concepts. I recommend this book to all the emerging supply professionals as it will surely help them develop broad picture about supply chain and importance of procurement in the industry. The overall structure of the book was very well organized to read the material, as well as making this a useful reference.

The Procurement Game Plan, by Charles Dominick, Soheila R. Lunney, published by J. Ross Publishing; 2012, ISBN: 978-1-60427-067-9, US\$ 44.95, hard cover; 264 pages. More at <http://www.jrosspub.com/Engine/Shopping/catalog.asp?store=12&category=-1&item=14268>

Editor's note: This book review was the result of cooperation between the publisher, PM World and the Dallas Chapter of the Project Management Institute (PMI Dallas Chapter – www.pmidallas.org). Publishers provide the books to PM World; books are delivered to the PMI Dallas Chapter, where they are offered free to PMI members to review; book reviews are published in the PM World Journal and PM World Library. PMI Dallas Chapter members are generally mid-career professionals, the audience for most project management books. If you are an author or publisher of a project management-related book, and would like the book reviewed through this program, please contact editor@pmworldjournal.net.

About the Reviewer



Likhit Verma



Likhit Verma is a full time graduate student at the University of Texas at Dallas pursuing a Master of Science degree in Supply Chain Management.

He has 4 years of experience in Project Execution and Project Scheduling. He has project management expertise in construction of Petrochemical plants.

He can be reached at likhitverma@gmail.com