PM WORLD BOOK REVIEW

Book Title: *The Procurement Game Plan*
Author: Charles Dominick and Soheila R. Lunney
Publisher: J. Ross Publishing
List Price: US$44.95
Format: hard cover; 264 pages
Publication Date: 2012
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Reviewer: Johnny Gan
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Introduction to the Book

Procurement is one topic I am interested in recently. There are many books in the marketplace related to procurement; because I have no experience on that, so I may drop into sleep if the book is difficult to comprehend. Well, this book is not. *The Procurement Game Plan* is an easy read with something for everyone if you want to know procurement, but it's not as simple as a beginner’s book.

The message in this book is very clear: following the steps outlined, become a well-trained game player, to achieve results and to be the winner that you can be. So the book’s goal is to bring the textbook theory into your life and help you achieve success.

Overview of Book’s Structure

The first chapter quickly reviews the role of procurement in an organization structure, and how the role has recently evolved.

Chapter 2, setting a Supply Management Strategy, makes you realize that a well-executed supply management strategy results in value creation for your organization. This is the first step to win the game!

Chapter 3, Procurement Talent Management, discusses having the right players on your team, and growing together.
Chapter 4, Follow the game rule and fair play, summarizes how procurement professionals are obligated to a higher standard of ethical and socially responsible behavior.

Chapter 5 - Chapter 12: Now you can play the game! Sourcing analysis, comparing and filtering the qualified suppliers, negotiation, implementing, measuring, and monitoring, Improving the performance from practices, and growing with specialized knowledge in areas such as global sourcing, services procurement, project management, and inventory management.

Chapter 13, the last chapter, is end of the book, but not end of your career. Becoming a Perennial All-Star, is that your career goal? Go for it.

**Highlights: What’s New in this Book?**

Compared to other procurement books, the authors, Charles Dominick and Soheila Lunney, provide today’s professionals with practical, easy-to-follow approaches in this book, and give the readers an opportunity to apply what they have learned.

The authors introduce a new twist to books on procurement and supply management by drawing similarities and contrasts to real-world sports.

In our mind, we always thought procurement is costing company’s money, but in this book, it changes our mind by introducing procurement in a smart way. Smart procurement can have a dramatic impact on the financial performance of an organization and the efficiency of its internal operations, and delighting internal customers.

**Highlights: What I liked!**

Every sports team has a playbook, setting forth what it will do in various situations. A smart procurement playbook will contribute to success as well. Procurement process is not just purchasing something for the company, but also controlling the costs and managing the risks. Procurement behavior is related to the whole organization’s business goals, and acting in an important role in the organization structure.

Always keep in your mind that the game is not played alone. A well-planned and executed team is vital to achieving the goals and results for value creation for your organization.

Another highlight I liked is negotiation skills; power negotiation skills can make things easy. Win-win negotiations are the ultimate goal; you want to make sure that you win what you set out to win. Good preparation will lead to a good plan. Good execution of that plan will lead to winning results.
Shortfalls: What was missing!

I did not see anything missing in this book. It covered all parts of the procurement process and supply management. However, just like a good player in one sport does not mean he must be a good player in another sport, you cannot rely on this book to let you go anywhere. The sports games are not won in the locker room, but on the field. You need practice, the more the better.

Who might benefit from the Book?

This book will become a purchasing classic, a tutorial that everyone will want to have close by. A must-read book for all procurement professionals, as well as college graduates who are pursuing successful careers in procurement and supply chain. If you are professional, you will benefit when you follow the book to engage in or considering procurement and supply management, not just seeking the answers somewhere in this book.

Conclusion

One of the most exciting moments in sports is when a record is broken. Why do most records not last forever? That’s because athletes are always figuring out how to perform better than their predecessors. This desire for continuous improvement exists in the procurement world, too. Whether it is new processes, new technologies, or new ideas, there is a constant movement toward doing things better than in the past. Successful procurement professionals are those that leverage the optimum combination of available technologies and services in order to deliver unprecedented results for their organizations. This is the soul that this book wants to tell you.
About the Reviewer

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Johnny Gan has many years of software R&D experience at HRsmart.com (http://www.hrsmart.com/). Mr. Gan received his MS degree from Southern Methodist University in Dallas, Texas, USA, and is also certified by the Project Management Institute as a Project management Professional (PMP®). Johnny can be contacted at qianggan@gmail.com.