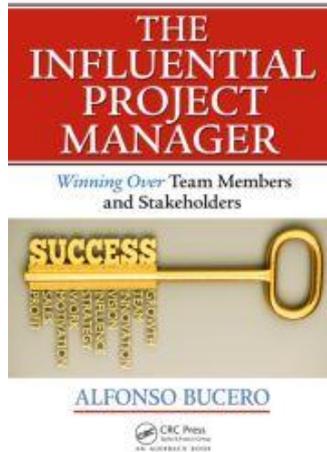


PM WORLD BOOK REVIEW



Book Title: ***The Influential Project Manager – Winning Over Team Members and Stakeholders***

Author: **Alfonso Bucero**

Publisher: CRC Press List Price: \$49.95

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Reviewer: **Rodger L. Martin**, JD, MBA, BSEE, PMP

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Introduction

The author, a PMI Fellow, presents his 30+ year journey into developing his soft skills as a successful project manager, especially becoming an influencer. Influence as a skill creates a long term benefit, whereas persuasion's effect may only last for a short while. The book describes ten keys to influencing others to support both you and your ideas; outlines techniques for improving your listening skills, provides a trust assessment for determining your level of influencing (and if others perceive you as trustworthy), and demonstrates how to build a network of informal alliances to achieve success.

Overview of Book's Structure

The book mainly devotes a chapter to several soft skills needed for success:

- Practicing Active Listening
- Developing Trust
- Practicing Integrity
- Influencing to Win
- Practicing Generosity
- Understanding People
- Developing Commitment
- Cultivating Your Informal Power, and
- Understanding How to Convert Project Vision into Reality

The final chapters discuss Techniques for Developing and Sustaining Your Influence, and the Myths/Mistakes of Influencing.

Highlights: What's New in this Book?

The author asserts that soft skills, especially the ability to influence, will have the greatest impact on project success. Influence is not the same with all people. Influence may start with authority, but frequently the project manager does not have positional power over stakeholders. The project manager must influence them to gain cooperation. Influence also includes motivating and mentoring. Technical skills are important, but communicating and influencing others affect project success more than anything else.

Highlights: What I liked!

Each chapter contains assessment tools for the reader to measure their own level of various soft skills. Overall, easy and enjoyable reading! Success anecdotes are from his life experiences and demonstrate that influence is a journey

Shortfalls: What was Missing!

No shortfalls. Entire books have been written on each of the soft skills described. The book is not intended as an exhaustive and comprehensive study, but it gets the reader thinking about several soft skills.

Who might benefit from the Book?

The book is designed to increase the level of awareness that influence and other soft skills have on a project. Not for test study, but will be needed as soon as the Project Manager gets into the "Real World" as a practicing project manager.

Conclusion

This is excellent resource material with thought provoking questions for discussion and review.

For more about this book, go to: <https://www.crcpress.com/The-Influential-Project-Manager-Winning-Over-Team-Members-and-Stakeholders/BuceroMScPMP-PMIRMP-PMI-F/9781466596337>

Editor's note: This book review was the result of a partnership between the publisher, PM World and the [PMI Dallas Chapter](#). Authors and 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 can keep the books as well as claim PDUs for PMP recertification when their reviews are published. 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@peworldjournal.net.

About the Reviewer



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Rodger L. Martin has a broad background in business, law, engineering and Project Management, both plan driven and Agile. He is a retired US Air Force officer with expertise in rockets and National Ranges. His work experiences include government, military, public corporations, small business consulting and high-tech non-profit organizations. For the last 15 years, he has worked on Document Management, Knowledge Management and Process Management/Modeling projects for commercial companies. He acquired his PMP certification in 2007 and his PMP-ACP in 2015. He is also a certified Mediator.

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