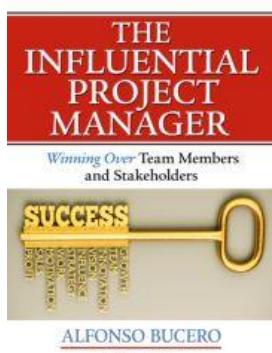


PM WORLD BOOK REVIEW



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

Author: **Alfonso Bucero**, MSc, PMP, PMI-RMP, PMI Fellow

Publisher: CRC Press

List Price: \$49.95 Format: Paperback and eBook

Publication Date: July 2014 ISBN: 13-978-1-4665-9633-7

Reviewer: **Larry Barnett, PMP**

Review Date: October 2015

Introduction

Author and PMP, Alfonso Bucero shares key insights through a compelling story for Project Managers (PMs), from first-timers to seasoned professionals. Bucero uses situations many PMs are likely to encounter. Project teams on the edge, disconnected (or overzealous!) managers, undependable sponsors, and other, even hostile, environments.

The Influential Project Manager gets to the heart of the soft skills that seem critical for project management. The author shows why persuasion might not hold a candle to influence, though they seem synonymous. He details why certain soft “influencing” skills are important—and achievable—for a disciplined PM. This book gets practical, with step-by-step, “How-To” methods for developing these skills.

Overview of Book’s Structure

The Influential Project Manager is framed around the story of a horse and how that horse has value...but only with proper handling.

Part I: Training a Better Horse

The ten chapters in Part I cover the “nuts and bolts” of developing soft skills. These skills include active listening, developing trust and integrity, formulating strategies, showing generosity, understanding people, and more. The author ties them all together, skillfully and in the context of project management, under the umbrella of influence.

Part II: Sell Your Horse

The chapter in Part II discusses how one can utilize and sustain that influence. It shows practical ways to influence stakeholders, develop strategies for stakeholder

buy-in, and concepts to achieve successful project outcomes. Of particular interest might be how to handle conflicts, including if—and when—to fight.

Part III: Ride Your Horse

There are two chapters in Part III. The first discusses some myths about influence in managing projects. It also emphasizes how important it is for a project manager to consistently practice honing the soft skills. The final chapter is a concise summary of the work. Bucero rounds the work out nicely with words of wisdom for winning through the art of influence.

Highlights

- Emotional flow of persuasive conversation
- Integrity from various perspectives
- Crafting a story to let the other person win
- Agree in public, argue in private
- Practice generosity
- Building a tribe
- Commitment and control
- Ways to build informal power

Highlights: What I liked!

- Real-life situations Project Managers can appreciate
- Presentations, style and substance
- Evaluation checklists that can grow with soft skill development
- Ways to avoid (and deal) with crises

Who might benefit from the Book

Project managers and others in the PM discipline are the primary audience of this book. However, it would be a good read for project sponsors and stakeholders. It would also be a good mentoring resource for training for entire project teams.

Conclusion

This book is a good resource, not only for an initial read, but also an in-depth resource for project management. It is a likely candidate for margin notes, highlighted sections, dog-eared pages, and ultimately a permanent spot on the professional bookshelf.

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@pmworldjournal.net.

About the Reviewer



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Larry Barnett has broad experience in information technology, IT Project Management, Business Analysis, and Solution Development and Delivery. His work experience covers a variety of industries, most recently, the Energy industry and Paper & Forest Products. He holds a Bachelor of Business Administration, Accounting, from Texas Tech University. Larry is a member of the Project Management Institute, Dallas Chapter, having acquired PMP certification in 2015.

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