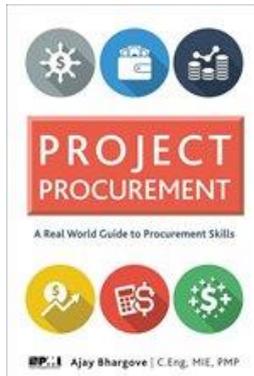


PM WORLD BOOK REVIEW



Book Title: ***Project Procurement: A Real-World Guide to Procurement Skills***

Author: **Ajay Bhargove, C.Eng, MIE, PMP**

Publisher: Project Management Institute

List Price: \$24.95 Format: Paperback Book

Publication Date: 2018 ISBN: 978-1-62825-468-6

Reviewer: **Heron Gonzalez Jr.**

Review Date: April/2018

Introduction

Project managers become involved in the procurement process either through a need to purchase an external resource to support a project they are implementing or by leading a project whose purpose is to source or purchase an external resource to support a broader corporate activity or mission. In either circumstance, having a firm grasp of project procurement principles and an understanding of the procurement life cycle can be the difference between success and failure. “Project Procurement: A Real-World Guide for Procurement Skills” can be helpful in trying to navigate the procurement process.

Overview of Book’s Structure

After an introduction which includes baseline definitions and a review of both the stages of a project familiar to project managers and the components of the “Procurement Life Cycle,” this book steps readers through a logical discussion of the project procurement body of knowledge over the course of eleven chapters.

Structured in outline numbered format, much like a technical book or user manual, this book attempts to provide a handy and easy-to-use tool to navigate a path through the forest of procurement knowledge. With short, simplified chapters, the book is easy to read and follow.

Highlights

“Project Procurement: A Real-World Guide to Procurement Skills” is a basic overview of the procurement discipline. After a review of the Supplier Management Life Cycle, this overview touches upon the types of bidding methods a project manager may encounter and the approaches she should use to evaluate those bids. It reviews the types of contracts and the important, essential contract terms that

project managers should be familiar with if they are involved in project procurement, and explores Contract Change Management and Procurement Change Orders.

A very interesting and critical section of the book covered what the author refers to as “The Game of Negotiations.” This section delves into negotiation “Tactics and Countertactics,” negotiation power shifts, and shows through a “Power Shift Curve” (page 61), how delicate negotiating leverage is and how it shifts between buyer and seller over the course of a negotiation.

Included in this book’s explanation of the procurement life-cycle are three additional interesting components that may not typically be explored in detail in an introductory procurement text book, i.e., “How Finance Views Procurement Savings,” “Financial Risk Analysis,” and “International Commercial Terms (Incoterms). By addressing these additional areas, this book sheds light on the critical value and positive corporate impact a proper management of the procurement process can yield.

Highlights: What I liked!

I appreciated the sincerity of this book and valued its goal of sharing experience to help other project managers succeed in managing project procurement activities and to achieve “win-win” collaborative outcomes. With its discussion of Long Term Agreements (LTAs) and industry’s movement away from destructive winner-take-all tactics, I was impressed with the book’s optimism.

On an overall basis, however, I would have enjoyed this book more had it been more closely edited to avoid generalizations, instances of content redundancy, and an obvious typographical error on page 75, Figure 7.2, which showed a graphic with the bolded words “Intrinsic Factors and Extrensic (sic) Factors.”

Who might benefit from the Book?

This book can be read by the seasoned Procurement professional and the project manager who has significant experience in project procurement. However, the primary audience for this book is a project manager who is new to the procurement space and who is looking for a quick, easy-to-read introduction to project procurement. I would suggest the reader use this book as a companion to a more detailed procurement text book.

Conclusion

Project procurement is an essential skill for successful project managers. “Project Procurement: A Real-World Guide for Procurement Skills” can be used as a resource to help understand and navigate the complexities of project procurement.

For more about this book, go to:

<http://marketplace.pmi.org/Pages/ProductDetail.aspx?GMProduct=00101606501>

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About the Reviewer



Heron Gonzalez, Jr.

San Antonio, Texas, USA



Heron Gonzalez, Jr. PMP is currently a Business Process Outsourcing Sr. Migration Manager and a member of the Project Management Institute. His professional experience also includes Program/Project Management, Business Process Engineering, Information Security, Human Resources, Organizational Planning/Design, Change Management and Operations Integration.

Heron has a B.A. and an M.B.A., and has obtained the Project Management Professional (PMP), Certified Outsourcing Professional (COP), Certified Information Systems Security Professional (CISSP), and Senior Professional in Human Resources (SPHR) professional designations.