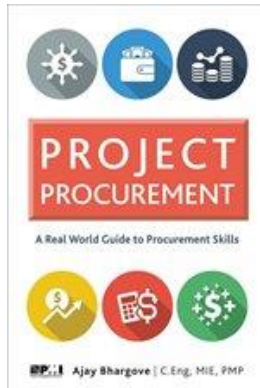


## PM WORLD BOOK REVIEW



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

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

Publisher: Project Management Institute

List Price: \$24.95                      Format: Softcover, 120 pages

Publication Date: January 2018                      ISBN: 9781628254686

Reviewer: **Juan J. Martinez, PMP**

Review Date: May 2018

### Introduction

As a Project Manager with a background in Procurement (Print), I was drawn to this title. I felt the book could elaborate more on the innerworking's of Project Management Procurement. Reading the book, I felt the author, Ajay Bhargove had a balanced mix of PMBOK terminology and topic explanation beyond the terminology.

### Overview of Book's Structure

The book is well structured with concise and precise chapters. I enjoyed seeing that the author added in PMBOK-related terminology, but also further explained the topics for those who haven't read the PMBOK.

The chapters are short and I found this book an easy and very informative read, yet topics were thoroughly explained to obtain a true understanding of the topic.

### Highlights

Each topic was broken down into detail. I found that the book could be used as a quick reference guide to Procurement or expanded knowledge on Procurement Management.

I felt some areas, particularly negotiation and finance views, were especially helpful as these topics were not covered in the PMBOK.

The book goes further in-depth on the topic of financial risk analysis. I found this area of interest as it connects the work of the PM to the financial health of the organization. The book clearly conveyed the relationship between varying PMBOK principles and how these principles will effect an organization financial wellbeing.

Another area of interest was the chapter on negotiation tactics. I found the breakdown and details of each tactic well written and intuitive. The author went a step further and provided counter tactic guidance in order to prepare the reader for real world negotiation situations.

### **Highlights: What I liked!**

I liked how the author gave further details about the various types of contracts and cited real-world usage examples of each type of contract. The deep dive into contracts will be extremely beneficial as this book can be a quick reference aid project procurement professionals.

The book also included important formulas and diagrams that contributed to the ease of reading. Again, these formulas aid in the books usage as a quick reference guide. I enjoyed reading the pages that further detailed the “Laws of the Land.” I believe this area will provide further guidance to newly certified PMPs when it comes to working in areas outside the United States. The author stresses the utmost importance of learning the culture and environment the PM will be working and adapting to fit the work standards in that area.

### **Who might benefit from the Book?**

I believe anyone who currently works in procurement as well as those looking to gain a deeper knowledge of procurement in general would find this book incredibly useful. Also, newly certified PMPs could utilize this book for it quick reference potential and knowledge gain.

### **Conclusion**

This book is well written and I highly recommend it for the bookshelf of any PMP or aspiring PMP. The author is insightful and the cited real-world examples are relatable, notable and provide guidance capable of fitting most scenarios.

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For more about this book, go to:

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

*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](mailto:editor@peworldjournal.net).*

## About the Reviewer



### **Juan J. Martinez, PMP**

North Texas, USA



**Juan J. Martinez** is an independent Project Manager in Dallas and is a member of the Project Management Institute (PMI) Dallas Chapter. Juan's career and experience over the last 12 years is multidiscipline and includes Creative Project Management, Print Production Management, Strategic Planning, Resource Procurement and Allocation, Vendor Relations, and Employee Development.

Juan has a B.S in Advertising/Public Relations and is a recently certified Project Management Professional (PMP). He has varied interests and is always seeking new ways to learn new skills and be a servant leader to others.

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