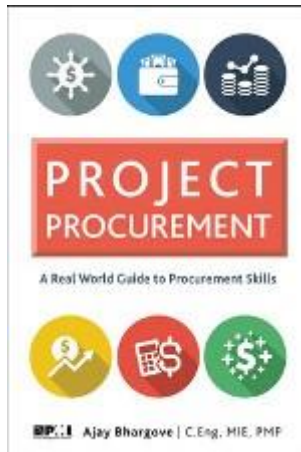


## PM WORLD BOOK REVIEW



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

Author: **Ajay Bhargove**

Publisher: Project Management Institute

List Price: \$24.95      Format: Soft cover, 120 pages

Publication Date: 2018      ISBN: 1628254688

Reviewer: **William H. Doernbach, PMP**

Review Date: December 2022

### Introduction

Project Procurement is a short compact book, less than 120 pages, that details the procurement process from beginning to end. It is also an excellent consisted sized reference book. I wanted to read this book because my job involves increased procurement responsibilities.

### Overview of Book's Structure

The book is 120 pages and made up of the following contents, which will give you a good idea of the material covered:

#### Acknowledgments

#### 1 Introduction

- 1.1 Definitions
- 1.2 Project Stages
- 1.3 Procurement Life Cycle
- 1.4 Sector-Based Procurement
- 1.5 Budgets and Reserves

#### 2 Supplier Management

- 2.1 Definitions
- 2.2 Supplier Management Life Cycle
- 2.3 Cost of Quality

#### 3 Bidding and Methods

- 3.1 Definitions

- 3.2 Methods for Inviting Information and/or Offers
- 3.3 Types of Bid Evaluations
- 3.4 Important Facts for Inviting Information and/or Offers
  
- 4 Bid Evaluation
  - 4.1 Types of Bid Evaluations
  - 4.2 Technical Comparative
  - 4.3 Commercial Comparative
  - 4.4 Decision Making
  
- 5 Contracts
  - 5.1 Difference
  - 5.2 Elements
  - 5.3 Types of Contracts
  - 5.4 Important Contract Terms and Conditions
  
- 6 The Game of Negotiation
  - 6.1 Fifteen Tactics and Countertactics to Win the Negotiation “Game”
  - 6.2 Project Phases Where Negotiation Strategies Decide Desired Results
  - 6.3 How and When to Negotiate Power Shifts During the Project
  - 6.4 Negotiations Are Not Enough---Let’s Understand Why
  - 6.5 So, What Are the Options?
  - 6.6 Let’s Collaborate
  
- 7 Contract Change Management
  - 7.1 Definition of Change
  - 7.2 Change Management Process Flow
  - 7.3 Classification of Changes
  - 7.4 Managing Intrinsic Changes
  - 7.5 Managing Extrinsic Changes
  
- 8 How Finance Views Procurement Savings
  - 8.1 Benefits of Procurement Savings
  
- 9 Procurement Order Closure
  - 9.1 Importance Procurement Order Closure
  - 9.2 Procurement Contribution During Project Closure
  
- 10 Financial Risks Analysis
  - 10.1 Classification of Ration Analysis
  - 10.2 Financial Ratios of Interest
  - 10.3 Importance of Financial Ratios
  - 10.4 Balance Sheet Evaluation
  
- 11 Incoterms®
  - 11.1 Eleven Golden Rules of Incoterms® 2010 Publication
  - 11.2 Key Benefits of Using Incoterms® Rules

- 11.3 Buyer and Seller Worries
- 11.4 Classification of Incoterms® Based on Mode of Shipment
- 11.5 How to Use the Incoterms® 2010 Rules

References

About the Author

## Highlights

This book covers the procurement process from beginning to end. I learned a lot about the procurement process, aspects I had not known before. This book is also an excellent reference book for any project manager and especially those who are involved in any aspect of the procurement process.

### Highlights: What I liked!

I really enjoyed this book; it will hold a major spot in my project management library. I wish I had had this book when I began becoming involved with procurements. As a reference book you can look up major topics by chapter names and then more detailed information in the sub chapters of those chapters in the table of contents. See the contents Overview of Book's Structure section of this book review.

### Who might benefit from the Book?

I believe every Project Manager should have this book in their professional library. It is an ideal reference book for the procurement process. Even if you have not been involved in procurements it is an inexpensive reference book should the need ever arrive. It would make an excellent addition to any PMO library.

## Conclusion

This book has already helped me in my role as Program Manager. It has helped guide me with procurements already in progress and those that have started after reading this book. I have already recommended this book to my fellow Project managers and those in our sales and procurement departments. I therefore highly recommend this book.

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For more about this book, go to: <https://www.amazon.com/Project-Procurement-Real-World-Guide-Skills/dp/1628254688>

*Editor's note: This book review was the result of a partnership between the publisher, PM World and the [PMI Silver Spring Chapter](#). Authors and publishers provide the books to PM World; books are delivered to the PMI Silver Spring 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 Silver Spring Chapter members can keep the books as well as claim PDUs for*

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## About the Reviewer



**William H. Doernbach**

Maryland, USA



I have been supporting projects and project management most of my adult life. After graduating high school, I joined the Marine Corps who trained me not only to be a Marine but trained me as an IBM System 360 computer operator, thus began my career in IT that has lasted for almost 50 years. During my time in the Marines, I taught myself COBOL and became a COBOL programmer and developer, team lead and project manager as a COBOL SME. One of my last major COBOL projects was as the project manager for the successful Y2K project for a large Federal agency with millions of accounts. During the 2008 downturn I successfully managed building out a new data center for another large Federal agency, then because of my success I was asked to manage their Network Operation Center. Now I find myself as a senior program manager in the cyber security area of that same Federal agency, managing contracts, contractors, subcontractors, and procurements. I also give back to the project management community by teaching PMP and CAPM certification courses for the local community college.

I am married to a wonderful woman who is a mother, grandmother, and now a great grandmother. Though I have no children of my own I realize how important family is and enjoy the company of my wife's family and grandchildren. We live in Maryland, outside Washington DC. When we married, we became a blended family, my wife with her two rescue dogs and me with my two rescue cats, we have since subtracted and added from them passing and rescuing others to still having two dogs and three cats, all rescues. I enjoy an active lifestyle having ran 38 marathons, as well as hiking, and martial arts. Before the pandemic I did standup comedy, I love to make people laugh, and hope to pursue standup again.

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