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Project Management for Supplier Organizations

Harmonising the Project Owner to Supplier Relationship

Adrian Taggart

'Adrian has produced a guide that deals with the realities of project management. He addresses the key issues that cannot be controlled by rules and procedures, including the interaction between people, the relevance of organisational structures and the importance of stakeholders. He uses practical experience to guide us through the management of the full project lifecycle from a supplier and owner organisations view. This helps the reader understand the challenges of their counterpart. This is a wide-ranging and practical guide.'

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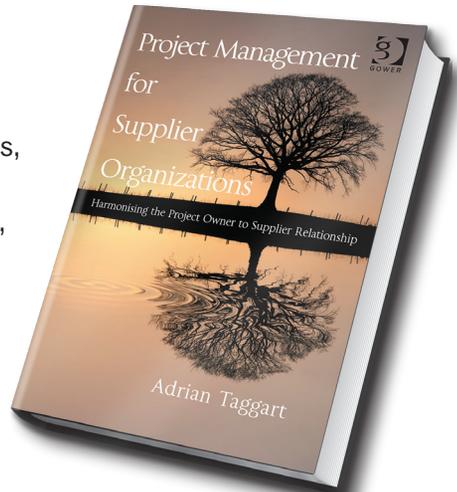
'This is a precious addition to the project management literature. The beauty of this book is that it encompasses a theoretical framework of project management with its profession and practice. This contribution also embraces and covers in good depth the APM body of knowledge. Adrian's book is essential reading for academics, practitioners and project-based businesses.'

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Project Management for Supplier Organizations provides an explanation of the key processes from the perspective of the project contractor. Adrian Taggart offers readers, from contract organizations, a real story and urgent set of priorities when it comes to managing a project and, those from client organizations, with an understanding of how best they can work with their suppliers to mutual benefit.

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'This book really opens up the differences in approach between supplier organizations and owner organizations and serves as a solid foundation for both areas. ... What is great about this book is that the author has an entertaining and light-hearted approach of simplifying some complex concepts. He shares important methods and models as well as his own secrets.'

Neil Murdy, ABB Global Process Template Owner – Projects

Contents:

Preface. **PART 1 THE CHALLENGE OF PROJECTS:** What is a project and why project management?; Structure of project delivery organizations; The clash of cultures within a matrix; The life of a project; A generic project lifecycle model. **PART 2 THE PERSPECTIVE OF THE SUPPLIER ORGANIZATION UPON PROJECTS:** The contrasting predicaments of owners and suppliers; The supplier organization's project lifecycle; The role of a supplier organization within a project. **PART 3 ALIGNING THE INTERESTS OF OWNER AND SUPPLIER ORGANIZATIONS:** Connecting supplier and owner organizations; How much to pay the supplier organization?; Management of changes. **PART 4 SELECTED PROJECT MANAGEMENT TECHNIQUES FOR SUPPLIER ORGANIZATIONS:** Marketing in a project environment; Selling in a project environment; Project planning for supplier organizations; Management of resources; Project control; Management of information; Warranty phase and post-project considerations. Afterword; Index.

About the author:

Adrian Taggart is an experienced project management consultant. He has managed, and advised on, national and international projects within sectors that include defence, manufacturing, heavy engineering and utilities, requiring him to represent the interests of both clients and contractors.

Interest in the topic and its practitioners has led him to teaching project management at MSc degree level, and also tutoring numerous candidates for the professional qualifications of the APM and PMI®.

This combination of experience and a detailed knowledge of the Bodies of Knowledge, has given him a strong appreciation of the distinctive differences in how each type of company (Owner and Supplier Organizations) sees project management, the techniques and strategies that work for each, and the different understanding and skills required by practitioners within each.

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