



## The Project Manager's Guide to Purchasing: Contracting for Goods and Services: 0

By Garth Ward

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This very practical guide describes the whole process of contracting for goods and services, from selecting tenderers to placing a contract. It details the key topics that are necessary for success, such as contract strategy, contract types, contract law and evaluating tenders. Whilst the book also addresses the project context in which purchasing takes place, the subject matter could equally be applied to any business context. The treatment of the subject assumes no prior knowledge but, at the same time, provides the experienced person with new, and sometimes unconventional, insights into the subject. The book includes personal experiences, cases and exercises in order to root the subject into the real world. The Project Manager's Guide to Purchasing has been structured so that the reader can choose the chapter topic areas that they wish to study in isolation. Where necessary references are provided to complement the individual chapters. Illustrations of key documents in the purchasing and contracting process are also provided.

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## **The Project Manager's Guide to Purchasing: Contracting for Goods and Services: 0** By Garth Ward **Bibliography**

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### **Editorial Review**

#### Review

This book is essential reading for anyone with a budget to spend. It will prove particularly useful for asset owners in helping them understand the complex dynamics of capital projects and to identify the key issues that lead to successful implementation. This book will dispel the myth that tendering is all that's needed for the efficient procurement of products and services. -- *Alistair Ketner, CEO, Hockway Ltd*

The role of the Project Manager is one of the most demanding positions in any organisation, large or small. Garth Ward has produced a rarity in the world of Project Management - a book that successfully encompasses the subject, written with the authority and practical experience gained from personally delivering challenging projects. In addition to providing an extensive guide to the commercial elements of purchasing, the book contains numerous case studies and amusing anecdotes, all of which are recognisable to those involved in the execution of projects.

The purchase of goods and services is a critical aspect of the execution of any project and The Project Manager's Guide to Purchasing is recommended as essential reading for both practicing Project Managers and those aspiring to deliver the projects of the future. -- *Mike Cleaver, Commercial Vice President, M W Kellogg Limited*

#### From the Inside Flap

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#### About the Author

Garth Ward owns the project management training and consultancy business Ritchie Ward Associates. At the same time he has been a Consultant Lecturer at Cranfield School of Management and for ten years was the Director of the Masters Course in Project Management. Prior to this he worked for twenty years as a project manager for leading clients and contractors.

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The ability that you get from The Project Manager's Guide to Purchasing: Contracting for Goods and Services: 0 could be the more deep you rooting the information that hide inside words the more you get thinking about reading it. It does not mean that this book is hard to be aware of but The Project Manager's Guide to Purchasing: Contracting for Goods and Services: 0 giving you enjoyment feeling of reading. The

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