

When Gerald Bradley's new book "Benefit Realisation Management - a practical guide to achieving benefits through change" landed with a thud on my desk I was little bit daunted. Like many project managers, I am only too well aware for the need to identify, track, measure and deliver benefits from the projects we manage and that to do this in a way that is meaningful and consistent is not easy. My concerns were that this would be a book that dealt with the theory of what should be done rather than providing anything practical about how to do it.

What spurred me to open the book and delve into its contents was the fact I had heard Gerald Bradley speak at the BPPM summit at Heathrow earlier in the year and had found that talk both interesting and practical in providing a way into benefit management.

I am pleased that I made the effort. This book brings together in one place everything you might need to implement successful benefit realisation. The book is easy to read and logically structured to enable the reader to either dip in and out, providing ideas and practical techniques, or to read it from start to finish. For those of you have done the MSP qualification this book provides a real context to the benefit realisation processes within that course and provides a core to how the elements inter-relate with each other.

"Benefit Realisation Management" does not make any attempt to hide from the fact that this subject is complex. It does not try and dumb down what needs to be done nor does it provide any quick fix solutions. What it does do is clearly explain the issues and provide tools and techniques and approaches that can be applied. It is also clear from the book that not everything will work for everyone and you should modify what is provided to work for you. What Gerald has done, which is really refreshing, is to manage to provide a book which caters for a range of experiences. For those setting out he provides a firm foundation and tools which will work. However at the same time, through the way the book is composed, it is clear that Gerald understands that those more experienced project managers are capable of adapting his work to make it work for them in the situations in which they find themselves. In many ways a true tool that can be used in a variety of ways.

Perhaps my only criticism of the book is the frequent references to Sigma, whilst this is not surprising, as Gerald founded Sigma, it does sometimes distract from the content of the book.

Sometimes a book will be published that fills a need within the market. This book is one of those. By pulling together all the strands of benefit realisation into one place it provides the reader with a master class on the subject enabling understanding and providing the tools to allow project managers to implement practical and viable processes to identify, track and measure benefits. If you only buy one book on benefit realisation management for your organisation then I suggest you buy this one.