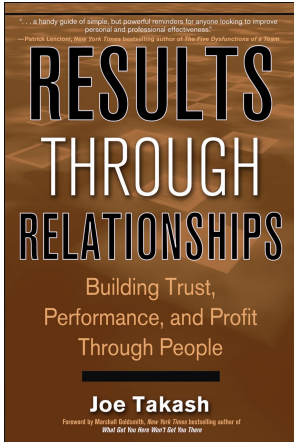


PM World Today Book Review



Book Title: *Results Through Relationships*

Authors: Joe Takash

Publisher: John Wiley & Sons

List Price: US\$24.95/\$26.95 CAN

Publication Date: 2008

ISBN: 978-0-470-23826

Reviewer: Charles Rockson

Review Date: April 2009

Introduction to the Book

This book uncovers the seeds in which every manager in the work place needs to plant and harvest its fruits for the benefit of the working organization. Also, it teaches one how to apply other ways of the fundamental skills that we all know, but always kind of ignore these to our own detriment.

The book highlights many styles of dealing and interacting with “people” who are termed the lifeblood of every business results and bottom-line results needed by their organizations.

Overview of Book’s Structure

It consists of 190 pages including the index and hardbound with a cover. The praises are very diverse including some top notch in the field of business. These praises would whet your appetite at least to read the first three chapters of the book.

The book consists of just 10 chapters which are brief and well structured in content. This includes paragraphs on scenarios which are summaries of the content and also serves as a teaser on the subsequent pages.

Highlights: What I liked!

The book advises everybody to get on board in the organizations activities by being a partner or a partaker and not an order-taker. By such action, one would not perceive himself as inferior in a boss-worker-client relationship.

It also spells out the benefit of being authentic, apologizing and asking for forgiveness when the need arises, since people would generally like to work with such genuine people in the organization.

A new found word, "Kindfidence", which is a combination of strength, kindness, confidence and vulnerability, is the way forward to show the required leadership skills that one needs in his team work or organization.

In ones quest for being the kind of leader the organization is looking for, showing that one is vulnerable can work wonders in your team, and it is only when you allow yourself to be authentic about your fears, beliefs and values that your relationship can move to a higher level.

One can also not omit the importance of giving feedback in a day-to-day communication and the Chapter 3 of the book gives a practical scenario on using feedback as an important tool in communication.

Furthermore, the chapter 6 of the book also highlights many project behaviors and techniques, and analyzes its pros and cons in an organizational environment. Generally, relationships form the heartbeat of the business world. Though we have all been trained using the best available tools and technology, these have still not overcome the face-to-face requirement of communication and building trust in business relationship. In addition, keeping our jobs, excelling and delivering results on time cannot be achieved without building formidable relationship.

Shortfalls: What was Missing!

The final touch on the book needs some improvement since the book emphasizes on what people can do to achieve business results, it is expected to see a human picture in a business environment, eg team meeting or board room meeting.

Who might benefit from the Book

Those who would benefit from the book are:

Project Managers
Team Leaders and its members

CEO of Organizations
Coaches

Conclusion

Traditional organizational structures and boundaries are living with us in most organizations and such boundaries have to be overcome so that the bottom line results are delivered on time. These cannot be achieved without effective partnering, or networking, which eliminates personality conflicts, suspicion, which are some of the setbacks in most organizations. The highlights of Return on Relationship are worth developing into a flashcard or committing these into memory by every project manager or an aspiring Leader.

About the Reviewer:

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Charles Rockson has a Bachelor of Science Degree in Civil Engineer from University Of Science and Technology, Ghana and has a Post Graduate Degree in Project Management at the University of Texas in Dallas. He has been professionally engaged in heavy duty construction and civil engineering projects (ports and harbors, roads, telecommunications, buildings etc) which are multicultural in dimension. He has practiced on construction projects for the past 13 years and within the last 6 years, has taken up a leadership position to form project teams for the execution of more than 450 cell sites for a national telecommunication network expansion project. He is currently working with Ghana Telecom Company Ltd which has been acquired by Vodafone with a 70% share. [Email-charles.rockson@vodafone.com](mailto:charles.rockson@vodafone.com) , chlsrocks@yahoo.com.