

1. Record Nr.	UNINA9910151749303321
Autore	Pay Rick
Titolo	1+1 = 100 : achieving breakthrough results through partnerships // Rick Pay
Pubbl/distr/stampa	New York, New York (222 East 46th Street, New York, NY 10017) : , : Business Expert Press, , 2017
ISBN	1-63157-500-7
Edizione	[First edition.]
Descrizione fisica	1 online resource (xiv, 103 pages)
Collana	Supply and operations management collection, , 2156-8200
Disciplina	658.044
Soggetti	Business networks Interpersonal relations
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	1. It's not what you think -- 2. Supplier partnerships lead the way -- 3. Innovative strategies for supplier partnerships -- 4. How customer partnerships lead to internal success -- 5. Working in the community -- 6. How to tell your partner they're screwing up -- 7. Getting close to engineers -- 8. Your salespeople can be the best partners -- 9. Employee partnerships for increased profits -- 10. Implementing partnerships -- Appendix: Sample memo of understanding -- Index.
Sommario/riassunto	Guides readers through developing, implementing, and maintaining close relationships within their own company (with employees, design engineering, product development, sales and marketing, operations, and supply chain) as well as outside (with suppliers, customers, and the community). By avoiding overreliance on cost reduction measures and instead developing partnerships, the company and its partners can achieve world-class profitability and cash flow. For more than 30 years, the focus in industry has been to improve productivity and cut costs using approaches like Lean Thinking, World Class Manufacturing, Reengineering, Strategic Supply Chain strategies, and offshoring. Unlike the techniques that these process improvement methods espouse, partnerships go beyond correcting mistakes or solving problems; they entail looking at the big picture and building on each partner's strengths, making breakthrough results possible for all stakeholders in the relationship. 1 + 1 = 100 speaks directly to operations and supply

chain executives in manufacturing and distribution environments, but the concepts are essential for all members of the executive team in any industry that has an operations component and suppliers.
