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Titolo	Supply Management : Strategic Sourcing // by Sathit Parniangtong
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Descrizione fisica	1 online resource (XI, 94 p. 75 illus., 20 illus. in color.)
Collana	Management for Professionals, , 2192-8096
Disciplina	658.7
Soggetti	Business logistics Leadership Supply Chain Management Business Strategy/Leadership
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Chapter 1: Strategic Sourcing: Introduction -- Chapter 2: Strategic Sourcing: Concepts, Principles & Methodology -- Chapter 3: Strategic Sourcing: Internal Analysis -- Chapter 4: Strategic Sourcing: Expenditure Category Strategy Formulation -- Chapter 5: Strategic Sourcing: The Supplier Strategy -- Chapter 6: Strategic Sourcing: Fact-Based Negotiation (FBN) – Planning and Strategy -- Chapter 7: Strategic Sourcing: Required Infrastructure for Supply Management -- Index.
Sommario/riassunto	This book takes a process approach of identifying, evaluating, selecting, managing and developing suppliers to create more value for customers. It begins by outlining the mental shift necessary to build robust relationships with suppliers. Next, the book details strategic sourcing methodology: a step-by-step approach for creating productive relationships with key suppliers, providing illustrations and examples from the author's experience throughout. The third and final part of the book provides details of a comprehensive process developed to arm the negotiation team with all facts necessary to reach desired outcomes. This detailed step-by-step process consists of negotiation strategy and case building, supplier response and positioning, negotiation planning, discussions, and resolution, and supplier evaluation. In addition, the book highlights best practices in strategic sourcing representing tactics for buyers to leverage their

buying power to ensure they attain full value. These best practices are drawn from several strategic sourcing projects carried out for leading companies in the USA over several years.
