

1. Record Nr.	UNINA9910449956603321
Autore	Nelson Dave <1937->
Titolo	The incredible payback [[electronic resource]] : innovative sourcing solutions that deliver extraordinary results / / Dave Nelson, Patricia E. Moody, Jonathan R. Stegner
Pubbl/distr/stampa	New York, : AMACOM, c2005
ISBN	0-8144-2853-3
Descrizione fisica	xiii, 270 p. : ill
Altri autori (Persone)	MoodyPatricia E StegnerJonathan <1954->
Disciplina	658.7/2
Soggetti	Industrial procurement Purchasing Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index. Title from title screen.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	The incredible payback -- Ten common mistakes -- How to build a fair advantage and capture the incredible payback -- Working with suppliers -- Developing incredible payback people, organizations, and systems -- Metrics for the incredible payback -- Incredible payback conclusions -- An epilogue from Dave Nelson.