

1. Record Nr.	UNINA9910782226003321
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Titolo	Profitable buying strategies : how to cut procurement costs and buy your way to higher profits / / Mike Buchanan
Pubbl/distr/stampa	London ; ; Philadelphia, : Kogan Page, 2008 London, U.K. : , : Kogan Page, , 2008
ISBN	1-281-77611-4 9786611776114 0-7494-5498-9
Descrizione fisica	1 online resource (xvii, 237 pages) : illustrations
Collana	Gale eBooks
Disciplina	658.7 658.72
Soggetti	Purchasing Industrial procurement Cost control
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Contents; List of figures; List of tables; List of case studies; Preface and acknowledgements; Introduction; 1 The philosophy and psychology of buying; 2 Important buying-related concepts; 3 Effective tools and techniques; 4 The changes that deliver cost reduction; 5 Market testing; 6 Outsourcing and insourcing; 7 Negotiation; 8 Contracts and contract law; 9 E-procurement; 10 Organizational issues; Appendix 1 Service level agreement (SLA); Appendix 2 Template for a request for proposal (RFP) for the supply of goods and/or services Appendix 3 The Chartered Institute of Purchasing and Supply (CIPS) Appendix 4 Soft issues impacting on cost reduction drives; Appendix 5 Buying at Sainsbury's supermarkets; Appendix 6 Buying at SmithKline Beecham; Appendix 7 Buyer remuneration in the UK; References; Index
Sommario/riassunto	Profitable Buying Strategies explains how companies can increase their profitability by delivering major cost savings through successful procurement. The book will demonstrate how to achieve profit improvement through cost reduction, buying internationally, negotiation, e-procurement, market-testing, purchasing strategies,

outsourcing and sustainable buying. Profitable Buying Strategies shows you a long term, structured approach to cost reduction through smart procurement practices. This straightforward guide explains the philosophy and psychology of buying; buying concepts, tools and techniques.
