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Nota di contenuto	Intro -- Contents -- Acknowledgments -- Introduction -- In the Beginning -- What Is Sourcing? -- Low- Hanging Fruit -- Managing Your Vendors -- Vendor Consolidation -- Vendor Performance -- Vendor Certification -- Kill Paper, Not Trees -- Knowledge Is Power -- Do What You Do Best, Outsource the Rest -- JIT, Kan Ban, SMED, and Other Funny Names -- Learning to Harness the Tools of Technology -- How to Compete with the Big Dogs -- The Total Cost of Acquisition -- Lead Time -- Buy Capacity, Not Parts -- Contracts: Efficient Freeway or Muddy Morass? -- Negotiations -- Partnership Is Not Just a Word -- Wide World of Parts -- It's Your Career -- It's a Question of Ethics -- Managing the Sourcing Department of the Future -- Epilogue -- References -- Suggested Reading -- Index.