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Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Intro -- Contents -- Preface -- Introduction -- Acknowledgments -- A Strategy for Analyzing Your Suppliers -- Why Analyze Your Suppliers? -- Choosing Which Suppliers to Analyze -- Components of a Corporate Analysis of Suppliers -- Creating a Corporate Analysis -- Investigating What Is Behind Financial Figures -- Assets Liabilities -- Current assets Contents -- Noncurrent assets Contents -- Current liabilities Contents -- Analyzing Qualitative Factors -- Examples -- Using Analyzing Tools and Useful Templates -- Studying Examples -- For More Information -- Glossary -- Bibliography -- Index.
Sommario/riassunto	"Managing suppliers can contribute enormous savings to a company's bottom line, and few companies have done it better than Nokia. In Profit-Focused Supplier Management , Pirkko #65533;string details for the first time the supplier management program that has helped make Nokia the world leader in mobile communications. Drawing from her experience at Nokia, #65533;string reveals how to understand and maximize relationships with suppliers to help any company minimize risk and improve profitability in any industry. Profit-Focused Supplier Management will motivate top management to uncover more information about their suppliers, enable purchasing managers to select better suppliers, and give business controllers a tool for limiting risks and improving their companies' financial standing. Profit-Focused

Supplier Management is the first book written to address suppliers as ongoing business management opportunities. The book uses factual examples from companies including Intel and Marconi that provide an easy and interesting way to adopt the theoretical frameworks into practical formats. Additionally, fictional cases, based on the author's findings, illustrate the importance of in-depth analyses."
