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Autore	Nelson Dave <1937->
Titolo	The incredible payback : innovative sourcing solutions that deliver extraordinary results / / Dave Nelson, Patricia E. Moody, Jonathan R. Stegner
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Altri autori (Persone)	MoodyPatricia E StegnerJonathan <1954->
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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.
Sommario/riassunto	"The authors of the widely acclaimed "The Purchasing Machine" deliver an eye-opening look at the power of supply management with " The Incredible Payback." This timely book presents amazing success stories from best-of-the-best procurement organizations like Honda, Delphi, John Deere, and others. Using the same cost-management strategies implemented at these leading organizations, "The Incredible Payback" shows how any company can reap benefits including: * saving up to 30 percent on material and service expenses * leveraging technology to accelerate savings * high-yield supplier development programs * extension of financial opportunities throughout the highest levels of the enterprise, exponentially increasing savings potential Great companies save money every day. Now every organization can realize " The Incredible Payback""

