

Purchasing And Supply Management (The Mcgraw Hill Series In Operations And Decision Sciences)

This first edition text, written by Dr. W.C. Benton, the Dean's Distinguished Research Professor of Operations and Systems Management at Ohio State University, outlines the most current methods in purchasing and supply chain management. With his step-by-step approach, both students and professionals can gain analytical purchasing skills. Real case studies and exercises help students transform purchasing theory into purchasing practice and implementation. Some of the topics include purchasing business processes, price cost analysis, professional services, and transportation, global, and healthcare purchasing. Dr. Benton has published more than one hundred articles in the areas of purchasing management, inventory control, supply chain management, quality assurance, and materials management. He has been ranked #1 out of 753 quality and quantity researchers in operations management, has served as a consultant for IBM, RCA, Frigidaire, and state Departments of Transportation, among others, and is the founder of the Purchasing and Supply Management Association (PSMA) at the Fisher College of Business.

Purchasing and Supply Chain Management Cengage Learning

Major new areas covered in this sixth edition include: global sourcing; supplier and supply-chain management; the use of cross-functional teams in new product development; commodity management and sourcing; and early purchasing and supplier involvement in specifications development.

Businesses are going through rapid external and internal organisational changes due to an increased focus on sustainability and corporate responsibility, technological advances, geo-political and macro-economic change, and demographic shifts. If purchasing and supply chain managers are to embrace these challenges they must develop new ways of thinking about supply structures and processes as well as new skills and competencies. The Procurement Value Proposition examines these important changes that will have a profound effect on the way future procurement is carried out. It considers the implications of global economic transformation for procurement set against: changes in business contexts, purchasing strategies, organisational structure, roles and responsibilities, system development and skills required to work in the profession. In this book, Gerard Chick and Robert Handfield discuss the value proposition offered by contemporary procurement to the sustainability and development of business. They examine how organizations that position procurement as a core business function will be able to drive a more competitive lever for change, and more readily adapt to the forces driving rapid change in the current global environment. The Procurement Value Proposition features case studies of companies that are moving through procurement transformation in a continual phase of movement and adaptation to the multitude of shifts that are occurring. It features input, observations and case studies from CPO's, Commercial Directors, other Procurement and business leaders. The book considers a variety of geographical contexts and highlights differences between the US, the UK and China.

Procurement and Supply Chain Management

Supply Management and Procurement

From Purchasing to Supply Management

Principles, Theories and Practice

"Dr Brian Farrington is the author of the tenth edition of this acclaimed book. The output of any book is influenced by many sources, including: - professional feedback from lecturers at Universities and Colleges; their views are invaluable - the Chartered Institute of Procurement and Supply's education syllabus and the Institute's continual quest to enhance standards - legal challenges to procurement decisions - emphasis on environmental and socially responsible procurement - feedback from learners and practitioners - the author's international consultancy experience - the recognition that a procurement specialist has to exercise the highest moral and ethical standards and that some fall short - the challenge presented by cyber security. There are two new chapters, thanks to the foresight of Pearson. Public Sector Procurement is a new chapter, recognising the public sector's impact on the global economy. Public accountability means that scrutiny of decisions is far more open than the private sector. Sustainability & Socially Responsible Procurement is a new chapter, recognising that this is a highly challenging global issue wherein procurement has great influence. More initiatives are necessary. There has been a serious recasting of much of the content. There is an unrivalled opportunity for procurement specialists to manage risk, finance and corporate performance. The author seeks to instil in all procurement specialists the fact that effective and innovative procurement pays a significant part in the management of economies and corporate performance. A01"--

For too long, business has focused on short-term cost advantages through low-cost country sourcing with little regard for the longer-term implications of global sustainability. Purchasing and Supply Chain Management, Second Edition, not only fully addresses the environmental, social and economic challenges of how companies manage purchasing and supply chains, but also delves deeper into emerging areas such as modern slavery, digital technologies and circular supply chains. In addition to explaining the basic principles and processes of both purchasing and supply chain management, the book evaluates how to develop strategic and sustainable purchasing and supply chain management. Our key message is that purchasing and supply chain management needs to focus on value creation rather than cost cutting. This requires the development of new purchasing and supply chain models that involve circular supply structures, supply chain transparency and collaboration with new stakeholders in traditional sourcing

and supply chain settings. Aimed at students, educators and practitioners the book integrates sustainability into each chapter as a core element of purchasing and supply chain management. This second edition incorporates new examples and case studies from industry throughout, striking a balance between theoretical frameworks and guidelines for implementation in practice.

The authors take an integrated approach, drawing on the many disciplines - from ethics and human resources to supply, sourcing and strategy - that all contribute to a full knowledge of purchasing practice and techniques.

Roger Moser analyses the relationships between business priorities and PSM strategy and shows in detail how business strategies influence PSM. He develops a PSM strategy concept which enables supply managers to break down strategic priorities from a business strategy level to a PSM level and to define appropriate actions when dealing with suppliers, supply markets and internal customers.

Purchasing Supply Management

Winning Strategies and Techniques for Supply Management Professionals

Strategies and Realities

Fulfill the Vision

Published in association with the Chartered Institute of Purchasing and Supply (CIPS), this book is ideal for undergraduate and masters students of purchasing and supply and is especially suitable for CIPS graduate Diploma students taking the unit in 'purchasing and supply chain management 1: strategy'. The 2nd edition of this successful text continues to provide students with a clear understanding of the scope and potential of purchasing and supply chain management strategy in a variety of international organisations. The book has been updated to examine ongoing changes taking place in the business world and look at their implications for purchasing and supply chain management. The text takes an integrated approach to the strategic management of the supply chain and sees this as a central component of the management function. It demonstrates the links between developments in the field of purchasing and changes in business strategy and functional areas such as marketing strategy and manufacturing strategy.

Turn to the collective wisdom of the field's top experts to understand and solve even the most complex supply management issue For more than three decades, The Supply Management Handbook (formerly The Purchasing Handbook) has been vital for purchasing and supply professionals in every field and industry. This latest edition comprehensively updates and revises this classic to encompass the ongoing shift from simple purchasing to a new, more technology-based imperative--identifying and managing supply chain sources and strategies. Addressing every essential issue from outsourcing to total cost of ownership to negotiations and contract management, an international team of supply management experts offers the authoritative, practical coverage you need to survive and thrive in today's ever-changing supply management environment. Topics include: What key organizations are doing now to develop and implement next-generation supply methodologies An organization's duty to and interaction with society, and insights for addressing the evolving concept of social responsibility in the supply arena A five-step best practices framework for implementing total cost of ownership in supply management Logistics considerations for the supply management professional Supply management in a risk-sensitive environment Sharpening your supply management skills Dramatic social and technological changes have brought new roles, responsibilities, and challenges to supply managers - along with exciting new opportunities. This definitive reference is the most trusted and efficient way to prosper in this ever-changing field.

Gain a thorough understanding of today's supply management process from a managerial perspective with the current, complete coverage found in Monczka/Handfield/Giunipero/Patterson's PURCHASING AND SUPPLY CHAIN MANAGEMENT, 7E. This edition draws from the authors' extensive first-hand experiences and relationships with executives and practitioners worldwide to highlight critical developments in the field. You examine recent advancements in supply chain fraud management, artificial intelligence, analytics, procurement automation and robotic process automation. New content also discusses supply chain fraud management and mitigation, emerging technology in real-time supply chain control towers, use of blockchain and the creation of Centers of Excellence. The authors carefully select topics that correspond to hiring requirements for supply chain positions today. Position yourself to step into a role in procurement and supply management as you master the strategies, processes and practice in this edition. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Over the past few years purchasing and supply management has been increasingly accepted as a key area for the improvement of a company's competitive advantage. Purchasing and Supply Chain Management introduces the reader to the key principles underlying purchasing and supply management. It provides them with an in-depth discussion of purchasing and supply issues both from a strategic and managerial perspective. Views on purchasing issues are, when possible, illustrated with research results from national and international specialist literature. This new edition includes new material on the value of the Internet for purchasing market research, developing new leveraged purchasing strategies and portfolio management, how to get better results from suppliers, developing cost models and procurement and the EC-Directives.

Creating the Next Source of Competitive Advantage

Purchasing and Supply Chain Management

World Class Supply Management

"This book shows readers how to develop supply chain strategy and implementation and use it gain an advantage in the 21st century competitive marketplace"--Provided by publisher.

Resource added for the Business Management program 101023.

This work presents a practical framework for students to apply the way that firms manage the enterprise-wide functions of purchasing and supply in today's business environment.

This book traces the development of purchasing and supply management from its origins as a tactical commercial function into a key strategic business process.

The Key to Supply Chain Management

A Study of the Benefits and Critical Factors of Evolution to Best Practice

Strategic Supply Management

The Supply Management Handbook, 7th Ed

The Leenders' text provides a comprehensive introduction to the purchasing and supply chain management field, supported by 50 case studies. Cases cover purchasing and supply chain issues in a variety of settings, from process industries to high tech manufacturing and services as well as public institutions. Supply Management concepts, both strategic and tactical, have been expanded throughout the text, particularly in new chapters on Supply Law and Ethics, Public Supply, and Supplier Relations. While all basic tenets of the purchasing function and cost issues remain, the coverage of the field is state of the art highlighting the supply chain approach.

Daniel Kern provides an answer on how to implement the theoretical concepts into day-to-day business of multinational corporations through the empirical validation of SCM models and in-depth casestudies. The four essays cover research on inter-firm collaboration, supply risk management, purchasing competences and research on measuring and benchmarking SCM efforts.

The Second Edition of Purchasing and Supply Management focuses on the next generation of professionals as it outlines the most current methods in purchasing and supply chain management. With W.C. Benton's step-by-step approach, both students and professionals can gain analytical purchasing skills. Real case studies and exercises help students transform purchasing theory into purchasing practice and implementation. Some of the topics include purchasing business processes, price cost analysis, professional services, and transportation, global, and healthcare purchasing. Dr. Benton has published more than one hundred articles in the areas of purchasing management, inventory control, supply chain management, quality assurance, and materials management. He has been ranked #1 out of 753 quality and quantity researchers in operations management, has served as a consultant for IBM, RCA, Frigidaire, and state Departments of Transportation, among others, and is the founder of the Purchasing and Supply Management Association (PSMA) at the Fisher College of Business.

Providing a solid managerial perspective, PURCHASING AND SUPPLY CHAIN MANAGEMENT, 6e draws from the authors' firsthand experiences and relationships with executives and practitioners worldwide to present the most current and complete coverage of today's supply management process. The text includes critical developments from the field, such as cases from emerging healthcare and service industries, procure-to-pay redesign, supply risk, innovation, sustainability, collaboration, and much more. Students examine key changes in supply management and the impact of the global economy and ongoing business uncertainty on continuous cost and value management across the supply chain. Numerous real-world cases and captivating examples help students gain contextual insights and knowledge into the strategies, processes, and practices of supply management--giving these future managers a thorough understanding of the impact that purchasing and supply chain management have on the competitive success and profitability of today's organizations.

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Strategic Purchasing and Supply Chain Management

Creating the Vision

Purchasing & Supply Chain Management

Analysis, Planning and Practice

Purchasing and Supply Management includes the latest management, procurement, and negotiation techniques and the authors have taken great care to integrate the impact of global commerce on the buyers job. Historically, purchasing evolved as a weak part of manufacturing, gained its independence, and expanded to a financial contributor to a company's success. A major challenge of the buying job is to manage supply management. To do this, the buyer must know and use the full range of techniques and procedures available to the true professional. This book is dedicated to these functions of supply and all they entail.

The Sixteenth Edition of Purchasing and Supply Management provides a comprehensive introduction to the purchasing and supply chain management field, supported by over 45 case studies. Cases cover purchasing and supply chain issues in a variety of settings, from process industries to high tech manufacturing and services as well as public institutions. The text focuses on decision making throughout the supply chain. Based on the conviction that supply managers, in concert with suppliers and distributors, have to contribute to organizational goals and strategies, this edition continues to focus on how to make that mission a reality.

Purchasing and Supply Chain Management, 3rd Edition is a turnkey solution for providing current and thorough coverage for this critical area of the supply chain. This book is not only a text but a reference as well and is now established as one of the leading-edge strategy and purchasing books. Students gain contextual insights and knowledge into the strategies, processes, and practices of purchasing through use of the many cases and examples. Because of their relationships with executives and practitioners worldwide, the authors are able to present unique and up-to-date insights that lead to greater understanding of the purchasing process. Purchasing and Supply Chain Management provides a hands-on, applied approach that has been thoroughly tested with student audiences to ensure learning success.

Purchasing and Supply Chain Management provides a complete introduction to the important principles underlying the subject area using a flexible managerial perspective. Fully updated, this highly respected textbook covers the latest developments in purchasing and supply chain management with clear and well-structured content complemented by strong case studies that are relevant and engaging. Global examples from Shell, Hewlett Packard, Mattel and Nespresso to name a few, demonstrate the challenges and solutions to problems companies face every day, while the latest research insights add a critical perspective throughout.

Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply

Management Operations

The Definitive Guide to Supply Management and Procurement

Global Purchasing and Supply Management

Strategic Purchasing and Supply Management

The full text downloaded to your computer. With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends Print 5 pages at a time Compatible for PCs and MACs No expiry (offline access will remain whilst the Bookshelf software is installed. eBooks are downloaded to your computer and accessible either offline through the VitalSource Bookshelf (available as a free download), available online and also via the iPad/Android app. When the eBook is purchased, you will receive an email with your access code. Simply go to <http://bookshelf.vitalsource.com/> to download the FREE Bookshelf software. After installation, enter your access code for your eBook. Time limit The VitalSource products do not have an expiry date. You will continue to access your VitalSource products whilst you have your VitalSource Bookshelf installed.

Achieving the promise of e-business Two divergent approaches exist in purchasing and supply management organizations today, which give at least the perception of conflicting direction: 1. Some organizations, counseled by consultants and e-procurement software suppliers, but without a clear understanding of current actual procurement processes, have implemented expensive systems with the expectations of tremendous savings and spectacular supply chain improvements. The results often haven't lived up to the claims. 2. Many buyers and purchasing managers, failing to grasp the potential benefits from e-procurement, have resisted change, and not given their full support to system improvements. Those who have delayed have missed the opportunities of vastly improved processes and supplier contributions. Both have valid viewpoints, but neither has delivered on the true promise of supply chain improvements, so the lessons of this book should benefit both. Active supporters of e-procurement can benefit from understanding the "nuts and bolts" approach to the fundamental supply management processes in a global context. Moreover, buyers and their managers with a better vision of the future will be better prepared to adapt to and support the needed changes.

Fundamentals of Purchasing and Supply Management is a fun, accessible, and comprehensive first look at the world of purchasing that can easily be used as a textbook in the college, community college, and high school setting. It is written in an engaging, fun, and accessible style and every chapter includes interesting case exercises. It is also a useful reference for those in the business world new to purchasing and supply management. The chapters of Fundamentals of Purchasing and Supply Management: The Wonderful World of Purchasing * A Closer Look at the Purchasing and Procurement Process * Purchasing the Right Quantity * The Right Quality in Purchasing * Looking at Time and Place * Understanding the Right Price * Supplier Selection * Understanding Negotiation in the Purchasing Process * Purchasing, Contracts, and the Law * Purchasing on the Global Stage * The People Side of Purchasing * Business Strategy and Purchasing. A Fundamentals of Purchasing and Supply Management Teaching Pack will also soon be available from the publisher that includes PowerPoint and Keynote slides, activities and games, homework assignments, test questions for each chapter, and suggestions and resources for adapting the materials for online instruction. With the Fundamentals of Purchasing and Supply Management Teaching Pack, an entire semester of content is at your fingertips

This is the ground-breaking new book for aspiring purchasing and supply chain leaders and anyone with a keen interest in this rapidly evolving field. For too long business has focused on short-term cost advantages through low-cost country sourcing with little regard for the longer-term implications of global sustainability. As the first book to fully address the environmental, social and economic challenges of how companies manage purchasing and supply chains, it aims to inspire the development of current and future purchasing and supply chain leaders. In addition to explaining the basic principles and processes of both purchasing and supply chain management, the book evaluates how to develop strategic and sustainable purchasing and supply chain management. A key message is that purchasing and supply chain management needs to focus on value creation rather than cost cutting. This requires the development of completely new purchasing and supply chain models that involve closed-loop supply structures, supply chain transparency and collaboration with new stakeholders in traditional sourcing and supply chain processes. Aimed at students, educators and practitioners the book integrates sustainability into each chapter as a core element of purchasing and supply chain management. Incorporating case studies from industry into each chapter, the book strikes a balance between theoretical frameworks and guidelines for implementation in practice.

Proactive Purchasing in the Supply Chain: The Key to World-Class Procurement

The SAGE Handbook of Strategic Supply Management

The Procurement Game Plan

Fundamentals of Purchasing and Supply Management

Drive sustainable supply chain competitive advantage through more effective supplier management and procurement: reduce costs, improve quality, and deliver better service for all customers. This is the most authoritative, complete guide to planning, implementing, measuring, and optimizing supply management and procurement processes. Straight from the Council of Supply Chain Management Professionals (CSCMP), it brings together up-to-the-minute principles, strategies, and decisions for all relevant processes, strategies, and tactics. Step by step, The Definitive Guide to Supply Management and Procurement covers all this, and more: Basic supply management concepts, purposes, and goals Linkages between procurement and other business functions Day-to-day transactional and long-term strategic activities Category analysis, supplier selection, contract negotiation, supplier relationship management, and performance evaluation Principles and strategies for establishing efficient, effective, and sustainable operations, from sourcing teams to supplier rationalization Technology for spend analysis, competitive bidding, eProcurement, eSourcing, auctions/reverse auctions, contract compliance, performance management, and more Requirements and challenges of global sourcing, including insource vs. outsource decisions; TCO analysis; risk management; negotiations, and supplier contract compliance Best practices for assessing performance using standard metrics and frameworks

The Fifteenth Edition of Purchasing and Supply Management provides a comprehensive introduction to the purchasing and supply chain management field, supported by over 45 case studies. Cases cover purchasing and supply chain issues in a variety of settings, from process industries to high tech manufacturing and services as well as public institutions. The text focuses on decision making throughout the supply chain. Based on the conviction that supply managers, in concert with suppliers and distributors, have to contribute to organizational goals and strategies, this edition continues to focus on how to make that mission a reality.

This valuable guide is an entertaining read due to the analogies made to various sports. It provides an easy to follow game plan and strategies for procurement and supply management professionals to improve supplier relationships, secure measurable cost reductions, achieve operational effectiveness and efficiency, and positively impact margins and competitiveness for their organizations. The authors use real-world scenarios and examples to make the procurement and supply management principles and concepts more relevant and easy to understand. They present guidelines, techniques, and tools for converting a transaction-based reactive function into a proactive and powerful strategic contributor, and include practical advice on selecting the right and effective organizational design. This book offers the guidance needed to take the procurement professionals career and department to the next level. It is ideal for self-learning, training, a classroom instruction.

Purchasing and Supply Chain Management introduces students to purchasing as it relates to the supply chain and other functions and systems within an organization, such as marketing, logistics, and operations. Author W. C. Benton, Jr. draws from more than 30 years of practice, instruction, research, and consulting experience to teach students proactive collaboration, negotiation, and analytics. Through a step-by-step approach, readers will gain data-driven purchasing skills crucial for the next generation of professionals. The Fourth Edition is fully updated with new real-world cases, the latest research, and current coverage of key trends in the field. Included with this title: The password-protected Instructor Resource Site (formally known as SAGE Edge) offers access to all text-specific resources, including a test bank and editable, chapter-specific PowerPoint® slides. Learn more.

Procurement and Supply Chain Management PDF eBook

From the Basics to Best-in-class

A Sustainability Perspective

Essays on Purchasing and Supply Management

Read the Reviews: "Supply Management and Procurement contains a wealth of practical knowledge and is a great resource to all who seek to excel in their study of supply chain best practices." —Les Long, C.P.M., A.P.P., President, Caterpillar Dealers of North America Purchasing Group "Supply Management and Procurement is a book that imparts tremendous insight and tools for procurement professionals seeking best-in-class advantages for their companies in a simple, understandable, and practical approach." —Tom Middleton, C.P.M., A.P.P., President, Airport Purchasing Group About the Item: Driven by a down economy and difficult economic realities, many organizations are discovering that what worked well in the past may not be what is needed now to move forward or even survive. This comprehensive and analytical resource draws comparisons between practicing basic procurement and the more advanced modern principles of strategic supply management, and clearly demonstrates how merely practicing the basic procurement principles and methods of the past in our new economy can lead to disastrous consequences. This valuable guide shows readers how to attain best-in-class supply management performance to help insure survival and achieve competitive advantage. For the individuals in the trenches actually doing the work, it shows why strategic supply management and procurement practices are important to their jobs, why and how to use them, and what benefits can be derived from using them. Supply Management and Procurement: From the Basics to Best-in-Class contains proven tools and techniques and a wealth of information that procurement and supply management professionals at any level can use to improve both their organization's performance and their individual performance in real-world situations they face on a daily basis. This unique text is ideal for individual learning, corporate training, and academic course instruction.

Key Features: Provides an extended source of knowledge, tools, and techniques to better understand the philosophy of strategic supply management and procurement, and discusses how to facilitate, implement, and manage change from a basic procurement philosophy to a strategic supply management philosophy Emphasizes the value and benefit of integrating new concepts and philosophies into current operations for cost reduction and process improvement, and increases in efficiencies that equate to higher profit margins and greater competitive advantage Examines the various analysis, tools, and techniques used by best-in class strategic supply management organizations and elaborates on each one to demonstrate how to use these tools and techniques in real-world situations so that readers can master them in practice Includes interactive case studies that present situational facts, background information, and research results, and then asks readers to make decisions based on all the facts WAV offers a downloadable Incoterm responsibility chart, a sourcing methodology model, a best-in-class sourcing checklist, and a comprehensive listing of supply and procurement terms and definitions — available from the Web Added Value™ Download Resource Center at www.jrosspub.com

Electronic Inspection Copy available to instructors here The Handbook is the first substantive, multidisciplinary academic work to make coherent analysis of supply systems from the perspective of purchasing and supply, operations management, logistics, supply chain management, service management, industrial or relationship marketing, and inter-organisation networks. Selected by a team of leading international scholars, chapters examine key issues in the context of globalization and the move towards co-operative interorganisation network working. Expert contributors examine supply at different systems levels and differentiate between supply policy, strategy, management and operations. Organised into themed parts, the insightful introduction provides the framework for the Handbook that is divided into themed parts; it positions empirical research in the current academic context and highlights possible directions for future exploration. The Handbook will be the touchstone of any researcher interested in broadening and deepening their understanding of supply systems.

Supply management, the management of suppliers, and improved supply base relationships are hot topics. This highly readable book presents a framework for achieving sustainable competitive advantage through progressive supply management leadership and approaches. It presents in a concise yet informative manner the need for supply leadership, the organizational enablers that must be in place, and the strategies and approaches that leading organizations pursue to achieve advantages in price and cost, quality, cycle time, technology, flexibility, and end customer responsiveness. Strategic Supply Management includes a logical and comprehensive framework that features findings and insights gained from over seven major supply management research projects and dozens of case visits with leading companies.

Real World Scenarios for Practical Insights into the Field of Purchasing and Supply Management Whether you're a purchasing or supply management professional seeking to validate the skills and knowledge acquired through years of practical experience, or a relative newcomer to the field looking to strengthen your resume, the C.P.M. certification from the Institute for Supply Management (ISM) provides you with the means to do so. The Purchasing and Supply Manager's Guide to the C.P.M. Exam was developed to help you prepare for the four modules that comprise the C.P.M. exam, and includes additional study tools designed to reinforce understanding of crucial subject areas. KEY TOPICS INCLUDE: Purchasing Process. Identifying requirements, preparation of solicitations, supplier analysis, contract execution, implementation, and administration. Supply Environment. Negotiations, information technology, quality issues, internal relationships, and external relationships. Value Enhancement Strategies. Sourcing analysis, supply and inventory management, value enhancing methods, forecasting and strategies. Management. Management and organization, and human resource management. This Study Guide is not sponsored by, endorsed by, or affiliated in any way with the Institute for Supply Management (ISM). ISM and C.P.M. are trademarks or registered marks of the Institute for Supply Management. This publication may be used in assisting students to prepare for the C.P.M.

exam, but neither Harbor Light Press nor ISM warrants that use of this publication will ensure passing of the exam. Note: CD-ROM/DVD and other supplementary materials are not included as part of eBook file.

Purchasing and Supply Chain Management: Strategies and Realities

The Purchasing and Supply Manager's Guide to the C.P.M. Exam

The Rise of Supply Management

Purchasing and Supply Management

Based on more than 200 interviews with Chief Purchasing Officers around the world and statistical analyses, Michael Stolle presents a new perspective on the challenges of organizational change in purchasing and supply management.

A Strategy-Based Selection of Suppliers

The Procurement Value Proposition