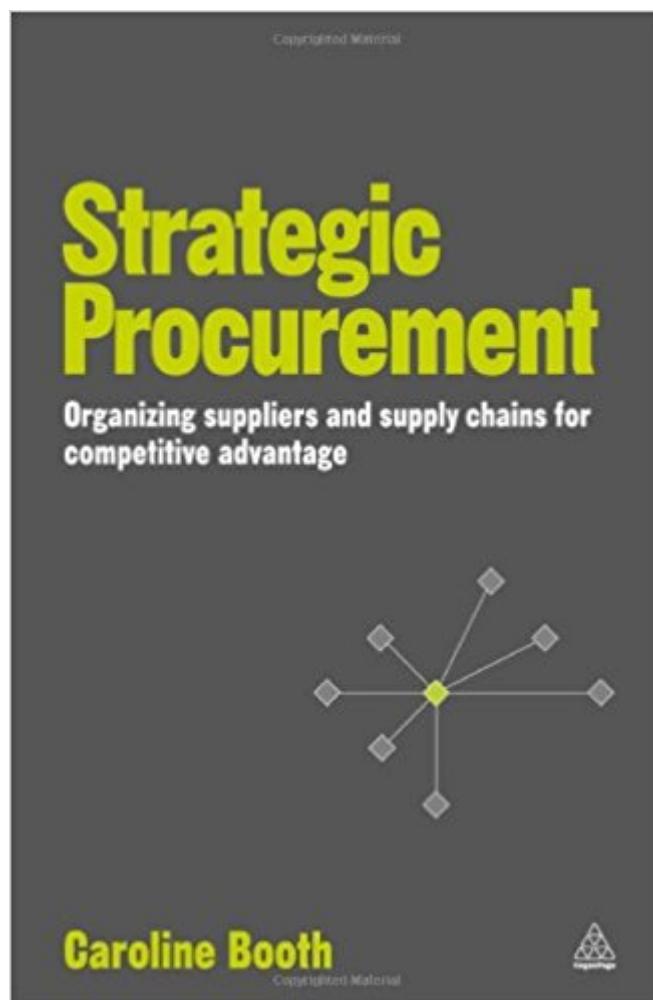


The book was found

Strategic Procurement: Organizing Suppliers And Supply Chains For Competitive Advantage



Synopsis

In todayâ™s challenging environment a companyâ™s success is determined by its ability to utilize all the assets at its disposal. One asset often neglected by the boardroom is supplier expenditure, yet most organizations spend at least half their costs with their supplier â“ often for business-critical goods and services. Effective procurement delivers rich rewards where P&L impact is relatively painless and immediate, benefit/cost ratios of 10 to 1 are realistic ambitions, in-year payback commonplace and top-line growth and cost reduction are both achievable. This book is for executives who recognize this opportunity and as such covers all aspects of strategic procurement, including: the role of both the top team and the organization as a whole in procurement; understanding the importance of procurement in delivering your customer value proposition; optimizing supply chains; reducing cost and creating value; making yourself important to the suppliers you need; sustaining procurement improvement and keeping it on the business agenda. Showing you how to cut costs while improving your business and the importance of effective supplier relationships, Strategic Procurement offers real understanding of the true worth of procurement in the boardroom.

Book Information

Paperback: 192 pages

Publisher: Kogan Page (October 1, 2010)

Language: English

ISBN-10: 0749460229

ISBN-13: 978-0749460228

Product Dimensions: 6.3 x 0.5 x 9.2 inches

Shipping Weight: 12 ounces

Average Customer Review: 4.4 out of 5 stars 3 customer reviews

Best Sellers Rank: #1,156,597 in Books (See Top 100 in Books) #135 in Books > Business & Money > Management & Leadership > Distribution & Warehouse Management #348 in Books > Business & Money > Processes & Infrastructure > Purchasing & Buying #1215 in Books > Business & Money > Management & Leadership > Strategy & Competition

Customer Reviews

"[O]f interest to any managers or business owners involved in procurement decisions for their organizations." --EBSCO Business Book Summaries

Caroline Booth specializes in procurement transformation - helping organizations to recognize and exploit the real value of third-party expenditure and suppliers' expertise. She has enjoyed an international career in business and consultancy with Shell and Ernst & Young and more recently, as Procurement Director for Lloyds Banking Group.

Written by popular language. therefore its understandable and easy to read. Contains great comparisons and stories

I recently moved to procurement department and needed to build knowledge about the subject, Caroline Booth did a great job in presenting the content is a simple and interesting way. Lots of tips and easy to follow suggestions which can really add value to any business by following strategic procurement approaches.

Believe it or not, logistics can be exciting, especially when presented in a flowing, concise essay spiced with case studies and examples from the author's experience. Procurement specialist Caroline Booth makes her points clearly through great organization, vivid stories and effective charts. While some chapters would benefit from some refined editing, readers can appreciate and implement her message about the importance of procurement. Managers can easily follow Booth's suggestions on using third-party providers to complement their businesses' core activities. getAbstract considers this valuable reading for senior executives and supply chain managers who want to elevate the role of procurement and make their firms more profitable.

[Download to continue reading...](#)

Strategic Procurement: Organizing Suppliers and Supply Chains for Competitive Advantage

E-Logistics: Managing Your Digital Supply Chains for Competitive Advantage UNLIMITED

E-COMMERCE SUPPLIERS SYSTEM: How to the find the best products,best prices and best suppliers for your e-commerce store (E-Commerce from A à “ Z Series Book 2) Supply Chain Management: Strategy, Operation & Planning for Logistics Management (Logistics, Supply Chain Management, Procurement) Strategic Safety Stocks in Supply Chains (Lecture Notes in Economics and Mathematical Systems) Global Procurement Leaders Handbook: Your Toolkit for Building and Maintaining a World-Class Procurement Function A Quick Guide to Procurement (for non Procurement People) (That Consultant Bloke's Quick Guides Book 2) Strategic Management and Competitive Advantage: Concepts and Cases (5th Edition) Strategic Management: A Competitive Advantage Approach, Concepts and Cases (16th Edition) Strategic Management and Competitive

Advantage: Concepts (5th Edition) Essentials of Strategic Management: The Quest for Competitive Advantage (Irwin Management) Essentials of Strategic Management: The Quest for Competitive Advantage Strategic Management: A Competitive Advantage Approach, Concepts & Cases (15th Edition) Strategic Marketing: Creating Competitive Advantage Chains (Chains Series) The Procurement and Supply Manager's Desk Reference Strategic Sourcing in the New Economy: Harnessing the Potential of Sourcing Business Models for Modern Procurement Global Supply Chains: Evaluating Regions on an EPIC Framework â “ Economy, Politics, Infrastructure, and Competence: â œEPICâ • Structure â “ Economy, Politics, Infrastructure, and Competence Operations Management: Processes and Supply Chains (11th Edition) Operations Management: Processes and Supply Chains (10th Edition)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)