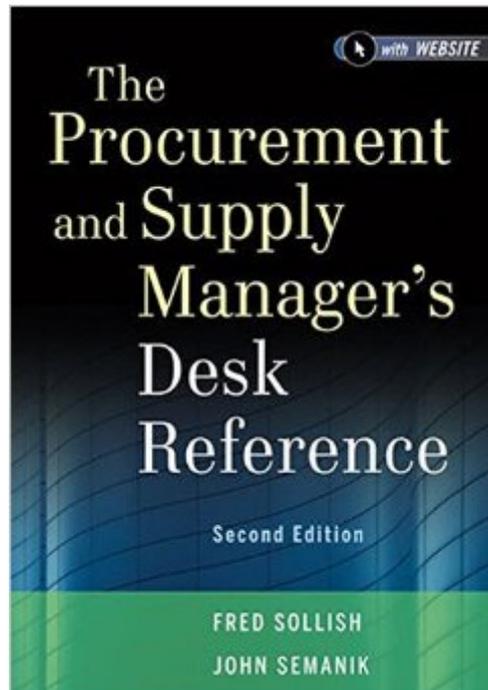


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# The Procurement And Supply Manager's Desk Reference



## Synopsis

Every supply manager's essential desktop tool with in-depth, authoritative coverage of each topic. Leaving no stone unturned in covering all aspects of the procurement and sourcing functions, *The Procurement and Supply Manager's Desk Reference, Second Edition* is filled with everything every organization needs to know about the key roles and responsibilities of a procurement professional. Presented logically to match the flow of the procurement and sourcing functions, the book is filled with practical aids such as step-by-step guides to each segment of the process, as well as checklists and customizable forms. The new edition of this essential book provides an easy-to-use road map for the procurement and supply manager in the new millennium. Coverage on how to select suppliers and measure performance. Reveals the easiest way to drive continuous improvement in the supply base. Features tips on providing value to the organization. Helps you identify those strategies that will work best for your business for years to come. Written for the worldwide profession of procurement and supply management, *The Procurement and Supply Manager's Desk Reference, Second Edition* offers detailed coverage and tips with an eye toward incorporating proactive strategies and best practices.

## Book Information

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## Customer Reviews

Gives a good overview of the Procurement Cycle with concise explanations. Better suited for those new to Procurement and Supply Chain concepts than those working in the field or with a SCM background. This book wasn't quite what I was looking for but would recommend it to someone who is trying to improve their general knowledge of Procurement either in the workplace or in academia.

I bought this book as a refresher and to review my own procurement journey. I found the book extremely informative and useful. A good reference book immensely readable. Well worth purchasing.

This very good book for the procurement and buying professionals provides many of the necessary technical skills, such as establishing requirements, make or buy analysis, market analysis, locating sources of supply, strategic sourcing, selecting supplier, expediting deliveries, and performance. Additionally, it contains data on a few interpersonal skills, such as negotiations and relationships - internally and with the suppliers (SRM). The authors have done a considerable effort to help buying people create value. No doubt, these professionals to be successful may need more skills regarding, for example, the suitable behaviour, the sales approach of suppliers, and the buyer & seller synchronisation to help solve problems.

This was my favorite book that I read as part of my supply chain management certificate program. Clear and coherent, it provides an easy to understand big picture, while also providing illustrative details, examples and tangents.

This book and references seems to be spot on. It has both common sense and expert advice for purchasing. I haven't completed the book but so far it's easy to read, understand and with excellent advice.

Highly recommended especially for Procurement Professionals who aimed for improvements and better strategy. The supply chain language are easy to understand, too.

Excellent book in terms of information and the substance included in it. I would recommend it to procurement professionals

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