

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:Â

- 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

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