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## Strategic Supply Management: Creating the Next Source of Competitive Advantage

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By Robert J. Trent

J. Ross Publishing. Hardcover. Book Condition: New. Hardcover. 302 pages. Dimensions: 9.1in. x 6.2in. x 0.9in. Finally someone has put it all together. . . the reasons, the principles and the road map for establishing supply management as a sustainable source of competitive advantage. This book is a complete how to guide on developing a successful supply management organization and process. If you re interested in a clear framework for moving beyond purchasing to effective supply management, this book is for you. --Elliot Grover, Vice President-Procurement, Mars Snackfood US Strategic Supply Management articulates how to create a supply management organization that you can count on to deliver reliable sources of supply and presents a framework for achieving sustainable competitive advantage. The popular press is loaded with stories about supply problems affecting many industries. Extensive outsourcing of major portions of a firm s value chain, relentless pressure from customers to improve product and service functionality and to reduce costs across almost every industry, and steep global competition have combined to create a search for new sources of competitive advantage. This search has led to supply management, the management of suppliers, and improved supply base relationships to become hot topics in the boardrooms...



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