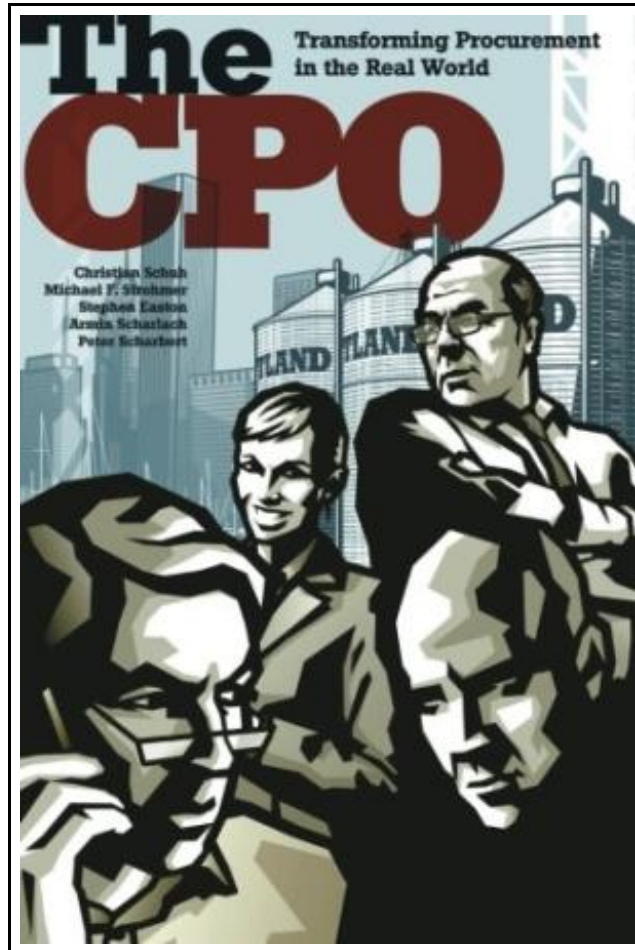


The CPO: Transforming Procurement in the Real World



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Reviews

An extremely wonderful publication with lucid and perfect reasons. It typically will not expense too much. You are going to like the way the blogger compose this publication.

(Prof. Maya Hand)

THE CPO: TRANSFORMING PROCUREMENT IN THE REAL WORLD



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APress. Paperback. Book Condition: new. BRAND NEW, The CPO: Transforming Procurement in the Real World, Christian Schuh, Michael F. Strohmer, Stephen Easton, Armin Scharlach, Peter Scharbert, In the novel The CPO: Transforming Procurement in the Real World, we meet Thomas Sutter, a German-American living in Dusseldorf and working as a procurement manager for a major global automobile manufacturer, Autowerke. On a chance encounter while flying to Chicago, he meets the CEO of Heartland, a major food company in the U.S. Sutter impresses the CEO with his knowledge and, after a whirlwind courtship, he joins Heartland as its new Chief Procurement Officer, based in Fort Wayne, Indiana. Hired to transform procurement at Heartland, Sutter has an enormous challenge: to bring its procurement practices into the 21st century and save the company \$5 billion. Despite the knowledge and experience he gained at Autowerke, Sutter fights over the next 18 months to find his place at Heartland, institute world-class procurement models and methods, win over the procurement teams and senior executives, and meet his goal. At first, his reputation--and his marriage--suffer, along with the company's overall sales and revenue. Can he pull a rabbit out of the hat? The CPO: Transforming Procurement depicts the real-life challenges of transforming procurement, while demonstrating the benefits of innovative procurement and leadership methods. Written by global thought leaders in A.T. Kearney's procurement and supply management practice--consultants who have helped numerous companies chop billions of dollars in costs out of their procurement budgets--The CPO will prove invaluable for those in purchasing and procurement. It will also present essential information to those in the C suite looking for ways to boost profits and productivity. The CPO: * Portrays best-in-class, real-life, actionable methods to turn procurement into a function that can save billions and improve the bottom line. * Provides...



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