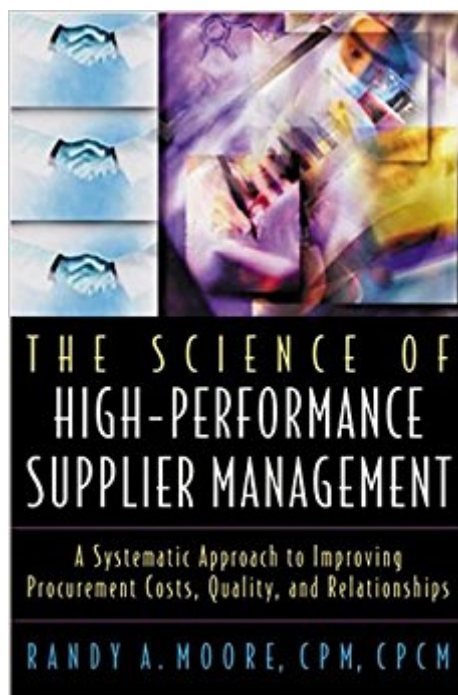


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The Science Of High-Performance Supplier Management: A Systematic Approach To Improving Procurement Costs, Quality, And Relationships



Synopsis

From this guide, purchasing and supply chain managers can learn to plan for procurement, create and train a purchasing team, request and evaluate proposals, and competitively negotiate deals. The book provides a strategic review of the customer/supplier relationship and includes tables, figures, checklists and self-evaluation forms, along with material such as procurement plan outlines, deal summary sheets and sample statement of work outlines.

Book Information

Hardcover: 400 pages

Publisher: AMACOM (October 2, 2001)

Language: English

ISBN-10: 0814406335

ISBN-13: 978-0814406335

Product Dimensions: 9.4 x 6.5 x 1.4 inches

Shipping Weight: 1.7 pounds

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Customer Reviews

Moore is currently Executive Director of Contracts, Kaman Aerospace. He has worked the buy-side and sell-side of procurement for nearly 20 years at firms including Westinghouse, Raytheon, and Lucent Technologies.

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