

Supplier Relationship Management

Unlocking the Value in Your Supply Base

Effective supplier relationship management enables organizations to unlock value from their supply base and reap tangible benefits. With practical tips and a proven approach, this is the guide to understanding how to maximize the potential of suppliers to gain a competitive advantage, get more innovation and drive sustainability. *Supplier Relationship Management* explains the importance of ongoing supplier management, how to measure and improve their performance, and for the critical few that can make a dramatic difference to our organization, drive in and future-proof strategic collaborative relationships. The Orchestra of SRM® framework, coupled with expert tips, tools and resources, delivers clear guidance on how to design an effective supplier relationship management program, with maximum return on time and investment. Written by leading procurement expert, **Jonathan O'Brien**, this third edition offers new content on how to adapt to the huge changes we have seen across supply bases in recent years, and the new risks and challenges organizations face in managing key suppliers. It includes new information on driving sustainability, the future of the supply base, and how to secure more innovation from our suppliers. Supplier segmentation is outlined in more detail and there is new information on how companies are managing supply chains, and the impacts of this in practice. A practical guide to unlock the new value from your key suppliers in a changing world.

Effective supplier relationship management enables organizations to unlock value from their supply base and reap tangible benefits. With practical tips and a proven approach, this is the guide to understanding how to maximize the potential of suppliers to gain a competitive advantage, get more innovation and drive sustainability. *Supplier Relationship Management* explains the importance of ongoing supplier management, how to measure and improve their performance, and for the critical few that can make a dramatic difference to our organization, drive in and future-proof strategic collaborative relationships. The Orchestra of SRM(R) framework, coupled with expert tips, tools and resources, delivers clear guidance on how to design an effective supplier relationship management program, with maximum return on time and investment. Written by leading procurement expert, Jonathan O'Brien, this third edition offers new content on how to adapt to the huge changes we have seen across supply bases in recent years, and the new risks and challenges organizations face in managing key suppliers. It includes new information on driving sustainability, the future of the supply base, and how to secure more innovation from our suppliers. Supplier segmentation is outlined in more detail and there is new information on how companies are managing supply chains, and the impacts of this in practice. A practical guide to unlock the new value from your key suppliers in a changing world.



234,90 €

234,90 € (zzgl. MwSt.)

Lieferfrist: bis zu 10 Tage

Artikelnummer: 9781398602274

Medium: Buch

ISBN: 978-1-3986-0227-4

Verlag: Kogan Page

Erscheinungstermin: 25.01.2022

Sprache(n): Englisch

Auflage: 3. Auflage 2022

Produktform: Gebunden

Gewicht: 1284 g

Seiten: 504

Format (B x H): 161 x 240 mm

