



# The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals)

By CSCMP, Wendy Tate

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**The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals)** By CSCMP, Wendy Tate

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:

- 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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## **Editorial Review**

From the Back Cover

### **Plan, Implement, Measure, and Optimize World-Class Procurement & Supply Management Operations**

- Supports all learning objectives of the Procurement & Supply Management module (Learning Block 3) of the CSCMP SCPro Level One certification
- Covers concepts, principles, terminology, elements, processes, strategies, technologies, linkages to other business functions, metrics, and more
- From the field's leading practitioners and researchers: the Council of Supply Chain Management Professionals (CSCMP)

Better procurement can lead to sustained competitive advantage through lower costs, higher quality, and better service for both internal and external customers. *The Definitive Guide to Supply Management and Procurement* is the most authoritative, complete guide to modern supply management best practices for any supply chain, no matter how complex or global.

Whether you're a practitioner or a student, Wendy Tate helps you thoroughly understand all facets of supply management and provides all the context you need to succeed. She illuminates today's most significant supply challenges and opportunities, reviews leading strategies and technology options, and helps you make better decisions about everything from supply base rationalization to contracting and compliance. Throughout, key ideas are supported by examples, charts, graphs, summaries, references, and more: all you need to master the concepts and apply them in your own career. You'll discover ways to improve performance right now and transform the way you manage procurement for years to come.

#### About the Author

**Wendy L. Tate**, Ph.D. (Arizona State University, 2006) is an Associate Professor of Supply Chain Management in the University of Tennessee Department of Marketing and Supply Chain Management. She joined the faculty in August of 2006. She teaches both undergraduate and MBA students strategic sourcing and manufacturing and service operations. She has an interest in the cost impacts of business decisions across the supply chain. She is active on the UT campus and serves on many committees. She served for five years as the faculty advisor of the Council of Supply Chain Management Professionals (CSCMP), an active student-run professional organization for supply chain managers. She has published in both academic and practitioner top-rated journals in supply chain management. She enjoys research and takes a special interest in translating academic work into classroom learning activities.

Her research focuses on two primary business problems. The first is in the area of services purchasing, including outsourcing and offshoring. The second is on environmental business practices and trying to understand how these initiatives can be diffused across a supply chain and a supply network. She presents at many different venues including both academic- and practitioner-oriented conferences.

Wendy has two girls, Whitney and Tayler, who are both students at the University of Tennessee in the business college. Wendy enjoys the time she spends with them. She also enjoys gardening (she is currently working on a Landscaping Certification), traveling, hiking, and reading. She frequently attends cultural and sporting events. She also interacts with the literacy program in Knoxville and enjoys teaching students at all levels how to read and especially how to understand written problems so that they can potentially obtain college or technical degrees.

## **Users Review**

### **From reader reviews:**

#### **Frank Johnson:**

As people who live in the particular modest era should be up-date about what going on or information even knowledge to make these people keep up with the era which can be always change and advance. Some of you maybe will update themselves by studying books. It is a good choice for you but the problems coming to you is you don't know what kind you should start with. This The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals) is our recommendation to help you keep up with the world. Why, since this book serves what you want and need in this era.

#### **Judy Brewer:**

The feeling that you get from The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals) is a more deep you rooting the information that hide inside the words the more you get enthusiastic about reading it. It does not mean that this book is hard to know but The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals) giving you joy feeling of reading. The writer conveys their point in a number of way that can be understood through anyone who read the idea because the author of this publication is well-known enough. This specific book also makes your vocabulary increase well. That makes it easy to understand then can go along with you, both in printed or e-book style are available. We highly recommend you for having this specific The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals) instantly.

#### **Lawrence Hurst:**

Spent a free the perfect time to be fun activity to complete! A lot of people spent their down time with their family, or all their friends. Usually they carrying out activity like watching television, about to beach, or picnic from the park. They actually doing same thing every week. Do you feel it? Will you something different to fill your current free time/ holiday? Could possibly be reading a book can be option to fill your cost-free time/ holiday. The first thing that you ask may be what kinds of book that you should read. If you want to try out look for book, may be the e-book untitled The Definitive Guide to Supply Management and Procurement: Principles and Strategies for Establishing Efficient, Effective, and Sustainable Supply ... of Supply Chain Management Professionals) can be great book to read. May be it is usually best activity to you.

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