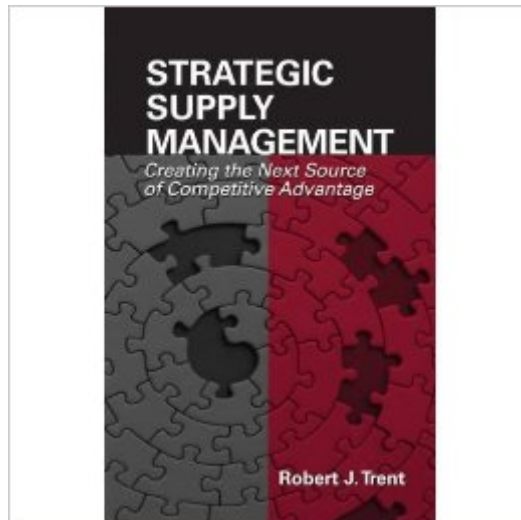


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# Strategic Supply Management: Creating The Next Source Of Competitive Advantage



## Synopsis

"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 of many organizations. This book presents a road map and understanding of what it really means to practice strategic supply management. No longer a transactional activity, supply management is about creating and sustaining new sources of competitive advantage. Dr. Trent presents a holistic approach that focuses on breadth rather than depth so that readers can see how the different elements that comprise strategic supply management come together to create a hard-to-duplicate source of competitive advantage. Strategic Supply Management presents, in a concise manner, the need for supply leadership, the organizational enablers that must be in place, and the strategies and approaches that leading organizations pursue to achieve advantages in price and cost, quality, cycle time, technology, flexibility, and end customer responsiveness. This is a must read for any procurement or supply management professional; finance, operations, and engineering functional managers; executives who interact on a regular basis with supply management professionals; and academics and students.

**KEY FEATURES:**

- Reveals the strategies and approaches that leading organizations are using to achieve competitive advantages in price and cost, quality, cycle time, technology, flexibility, and end-customer responsiveness
- Describes how to develop effective supply strategies and provides a clear understanding of the leadership required to achieve a set of demanding supply objectives
- Explains the four critical enablers underlying strategic supply management organizational design, measurement, information technology, and human resources which are prerequisites to the pursuit of more sophisticated supply management activities
- Illustrates how the different elements that comprise strategic supply management can come

together to create hard-to-duplicate sources of competitive advantage --Highlights essential concepts, processes, best practices, and tools, supported by real company examples --Offers free downloadable tools to assess supply management and human resource policies and practices, organization design, processes, leadership, and performance measures -- available from the Web Added Value Download Resource Center at [www.jrosspub.com](http://www.jrosspub.com)

## **Book Information**

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## **Customer Reviews**

A soup to nuts roadmap for developing, implementing and leveraging best practices of supply management to propel your organization to world class status. Encompassing and pragmatic, this book will help you recognize and fill gaps in your supply management strategy, and learn how to make supply management an integral part of an overall business strategy. In today's hyper-competitive global business environment, high performance organizations need to succeed at many levels. Strategic Supply Management is a great reference for leaders looking to bring another dimension of success to their organization.

Is your organization getting the biggest bang for the buck from its supply chain activities? Would you like to see how your firm can create added value by developing a strategic supply management process? The author has written a book that is required reading for practicing supply chain professionals---and their colleagues in management. This book provides the insight and knowledge that will enable supply leaders and managers within your company to transform the purchasing

function into a strategic supply management organization, capable of providing the firm with a genuine source of sustainable competitive advantage. The book is an interesting and easy read that guides the reader effortlessly through the concepts and topics of strategic supply management. The real-life vignettes the author uses to introduce and highlight specific topics accentuate and emphasize the value to be gained from a truly strategic supply management organization. This book is a must-read for practicing supply chain professionals looking to improve the supply group's contribution to the firm's corporate success, and for non-supply managers with overall responsibility for improving corporate performance.

As a manager responsible for approximately \$100 million in spend, I found that this book was able to effectively break down the complex topic of strategic supply management into manageable chunks. I find this book to be useful for the entry level supply chain professional as well as for the practicing purchasing professional. This book not only discusses today's best practices but it also lays out what needs to be done in order to prepare for tomorrow. I will be using the valuable information provided to improve our practices with regard to managing our supply base. It was well worth the read, and it will continue to be a ready reference for me going forward.

This text should be required reading for every supply chain professional. It covers every important topic and trend in supply management and does so with a unique blend of theoretical analysis, industrial survey results and real-life examples. I was particularly impressed with the sections on supplier selection, managing supplier performance and the use of information technology to optimize and support supply objectives. From this text, I learned not only how to take a big picture, strategic look at the problem of supply management but what tools and techniques are available to help day-to-day execution of that strategy. You can quickly see from this text just how complicated supply management is and that a high level of interaction exists between many different functional organizations. Taking a short-term, isolated approach to this topic and ignoring the trends and advice offered in this text will make it very difficult to achieve long-term success. I was very pleased with the writing style used by the author. It did not read like a textbook with listing of fact after fact. Instead, the author made the subject matter enjoyable to read and included some personal observations that stressed the practical aspects of the material. I would highly recommend this text to anyone who works in supply chain management.

Strategic Supply Management provides a step by step guide to creating a world-class supply chain.

By focusing upstream on the power of procurement, readers can learn to establish a solid integrated foundation upon which to build their corporate value proposition. Trent uses timely examples of real-world companies and supplies straight-forward assessment templates that, once completed, provide a comprehensive plan to develop a sustainable and highly effective supply chain. Injected with an occasional dash of humor, this book is a well-organized, efficiently-detailed must-read for anyone wanting to transform their twentieth century procurement function into the strategic supply chain required to compete successfully in today's world.

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