



The Procurement Game Plan: Winning Strategies and Techniques for Supply Management Professionals

Charles Dominick, Soheila R. Lunney

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The Procurement Game Plan offers the guidance needed to take the career and the department of the procurement professional to progressively higher levels. It provides easy-to-follow strategies for improving supplier relationships, securing measurable cost reductions, achieving operational excellence, and improving margins and competitiveness.

Key Features:

- Provides valuable insights into strategic procurement and supply management principles, processes and best practices, and how to manage productive and successful procurement organizations
- Presents guidelines, techniques, and tools for converting a transaction-based reactive function into a proactive and powerful strategic contributor, and uses sports analogies to explain how everything fits together
- Uses real scenarios and examples to make the principles and methodologies more relevant and easy to understand
- Simplifies complex concepts into easy-to-follow steps that procurement professionals can use to secure tangible results
- WAV features a 13-point procurement ethics checklist, a 20-point proposal evaluation checklist, a 21-point negotiation checklist, and a case study on Business Process Re-engineering and e-Procurement Implementation at ASSET, Inc. -- available from the Web Added Value Download Resource Center at jrosspub.com

Chapter 1: Procurements Place in the Organization: What Position Does Supply Management Play?

Chapter 2: Setting a Supply Management Strategy: Developing the Procurement Playbook

Chapter 3: Procurement Talent Management: Ensuring That You Have the Right Players on Your Team

Chapter 4: Social Responsibility in Procurement: The New Rules for a More Responsible Game

Chapter 5: Strategic Sourcing for More Effective Procurement: Marching Toward the Goal Line

Chapter 6: Comparing and Qualifying Suppliers: Separating the Winners from the Losers

Chapter 7: Negotiating With Suppliers: Jockeying for Position

Chapter 8: Negotiation in Specialized Situations: Adapting Your Game Plan for Different Conditions

Chapter 9: Implementing Agreements and Managing Supplier Relationships: From the Whiteboard to the Field

Chapter 10: Measuring Procurement Performance: Analyzing the Scoreboard

Chapter 11: Technologies and Services for Improving Procurement Performance: The Sticks, Gloves, and Bats of Supply Management

Chapter 12: Specialized Areas of Procurement: *Special Teams* Players Are Important

Chapter 13: A Career in Procurement: Becoming an All-Star

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