

17 Diesel Gas Turbine Sourcing Guide 41

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the second edition of this best selling guide provides an updated easy to follow game plan with strategies for procurement and supply management professionals to improve supplier relationships secure measurable cost reductions build a more resilient supply chain integrate social responsibility into procurement activities achieve operational effectiveness and efficiency and positively impact margins and competitiveness for their organizations the procurement game plan offers the guidance needed to take the procurement professional s career and department to the next level this tool is ideal for self learning training and classroom instruction it is also an entertaining read due to the analogies and contrasts to various sports key features provides valuable insights and knowledge into the principles processes and practices of strategic procurement and how to manage a productive and successful procurement organization uses real world scenarios and examples to make the procurement and supply management principles and concepts more relevant and easy to understand presents guidelines techniques and tools for converting a transaction based reactive function into a proactive and powerful strategic contributor and includes practical advice on selecting the most effective organizational design simplifies complex concepts and breaks them down into easy to follow steps so that professionals with different skill levels can apply them and secure tangible results for their organization demonstrates how to gain the buy in of c level executives for approving resources and supporting various procurement initiatives and programs wav features a spreadsheet for calculating the dominick formula and using it in proposal evaluations 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 added value download resource center at jrosspub com new in this edition presents a thorough explanation of sustainable procurement and how it fits into the worldwide movement towards carbon neutrality offers a deep look into how cultural evolution has elevated the strategic importance of supplier diversity and inclusion contains a wealth of material on supply chain resilience including lessons learned from the covid 19 supply chain crisis features an expanded analysis of the latest procurement technology solutions and trends including spend analysis procure to pay esourcing supply chain visibility and more presents an entire new chapter based on interviews with top procurement thought leaders covering topics from creativity in procurement to logistics to new procurement media and more covers new strategies for managing and preventing back door selling

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a series of studies on training the principal mission of the army ground forces including procurement of soldiers and officers and the policies and problems involved in training individuals and units for their special functions in ground combat

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