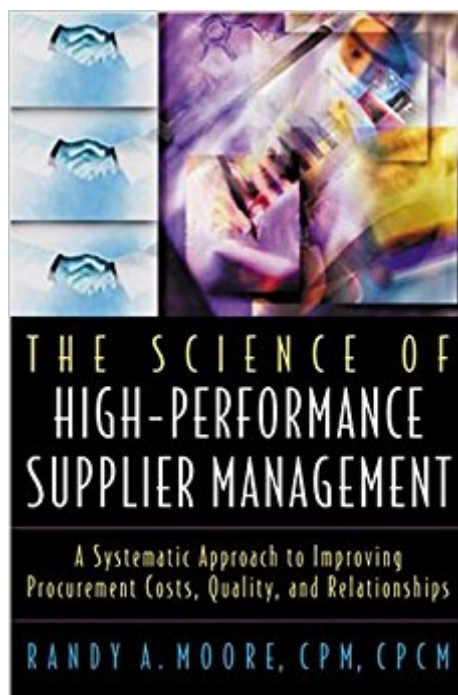


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The Science Of High-Performance Supplier Management: A Systematic Approach To Improving Procurement Costs, Quality, And Relationships



Synopsis

From this guide, purchasing and supply chain managers can learn to plan for procurement, create and train a purchasing team, request and evaluate proposals, and competitively negotiate deals. The book provides a strategic review of the customer/supplier relationship and includes tables, figures, checklists and self-evaluation forms, along with material such as procurement plan outlines, deal summary sheets and sample statement of work outlines.

Book Information

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Moore is currently Executive Director of Contracts, Kaman Aerospace. He has worked the buy-side and sell-side of procurement for nearly 20 years at firms including Westinghouse, Raytheon, and Lucent Technologies.

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