**Strategic Global Sourcing Best Practices**

The approach used on a given spend item should largely depend on the balance between supply power and demand power. That is the logic behind the bestselling Purchasing Chessboard®, used by hundreds of corporations worldwide to reduce costs and increase value with suppliers. The 64 squares in the Purchasing Chessboard provide a rich reservoir of methods that can be applied either individually or combined. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions. A well-proven concept that works across all industries and all categories in any given situation, it is little wonder that business leaders and procurement professionals alike are excited by, and enjoy strategizing around, the Purchasing Chessboard. This second edition of The Purchasing Chessboard addresses the new realities of a highly volatile economic environment and describes the many—sometimes surprising—ways in which the Purchasing Chessboard is being used in today's business world. Yet despite all of the great achievements of procurement executives and their teams, they do not always receive the recognition they deserve. In response, the authors have developed and outlined within the book an unequivocal approach to measure procurement's impact on a company's performance—Return on Supply Management Assets (ROSM®).

How to close the gap between strategy and execution Two-thirds of executives say their organizations don’t have the capabilities to support their strategy. In Strategy That Works, Paul Leinwand and Cesare Mainardi explain why. They identify conventional business practices that unintentionally create a gap between strategy and execution. And they show how some of the best companies in the world consistently leap ahead of their competitors. Based on new research, the authors reveal five practices for connecting strategy and execution used by highly successful enterprises such as IKEA, Natura, Danaher, Haier, and Lego. These companies: • Commit to what they do best instead of chasing multiple opportunities • Build their own unique winning capabilities instead of copying others • Put their culture to work instead of struggling to change it • Invest where it matters instead of going lean across the board • Shape the future instead of reacting to it Packed with tools you can use for building these five practices into your organization and supported by in-depth profiles of companies that are known for making their strategy work, this is your guide for reconnecting strategy to execution.

This work focuses on three distinct but related topics: international purchasing, global supply management, and global risk management - to provide readers with comprehensive coverage of every aspect of global supply management.

This book highlights the inducements, advantages and obstacles faced by enterprises in the development of a sourcing channel in China. A taxonomy of the sourcing typologies is proposed and a normative model is described choice. The book examines the paths leading to an effective sourcing channel and International Purchasing Office in China.

Spend analysis is a key component of strategic supply management. This book provides in-depth guidance on what spend analysis really is, what it specifically involves, and how to use it to help your organization achieve its full potential.

This book provides readers a holistic and pragmatic approach towards supply management in China. It elaborates on how supply management should integrate the optimum level, and a combination of quality, cost and delivery. In addition to serving as a guide on how to address cultural barriers, apply supply tools and concepts, it also illustrates the best practices in supply management in China. It draws from a large number of best practices of companies from automotive to railway, to convince other functional departments and higher management that supply management plays the most fundamental role in any organization due to the high number of value adding activities which are coming from suppliers. These practices have been derived by a multi-methodical approach including interviews with supply management leaders from industry and experts in academia, making it as unique and a suitable a guide for practitioners and academics.

This selection discusses global sourcing and explores strategies for locating, qualifying, and employing suppliers that add maximum value to your business. Discover profit-boosting opportunities specific to your market environment by following Sollish's clear steps for analyzing and implementing a strategic sourcing plan. Other topics covered include investigating sourcing opportunities, co-sourcing and strategic alliances, and reducing supply risk.

There’s a new buzz phrase in the air: Supplier Relationship Management (SRM). Corporate executives know it’s necessary, but there’s only one problem. Nobody yet knows how to do it. Or they think it’s all about bashing your vendors over the head until they reduce the price another 4%. Supplier Relationship Management: How to Maximize Vendor Value and Opportunity changes all that. Containing the best and most innovative advice from the operations and procurement experts at consultant AT Kearney, this book shows that SRM is at root a strategic discussion requiring cross-functional interaction and internal alignment at the highest levels. It requires an honest appraisal of the value that suppliers now bring to your firm, as well as their potential value. It then requires a frank and constructive business-to-business dialogue about how to improve the relationship. When this happens, a company reaps myriad benefits, ranging from new opportunity to added value to competitive advantage—and, quite likely, to overall (and sometimes substantial) cost reductions. This book shows the most concrete methods you can use today to: Identify value-adding opportunities in the supply chain Work closely with suppliers to maximize the benefits Work the “Critical Cluster” of suppliers, where the greatest opportunity for advantage lies Review suppliers to encourage constant gains in quality and cost Turn your SRM strategy into a major competitive advantage Supplier Relationship Management introduces and explains the Supplier Interaction Model, a key tool that will help you get the most from your supplier relationships. It segments the supplier universe into nine categories, from those you want to run away from fast to those so good and so useful to your organization that it can make sense to invest in them directly. Numerous case studies show how to apply the principles to your situation. Supplier Relationship Management cuts through the fog that has surrounded the procurement process for far too long. It is the definitive guide for business executives who want to get the maximum benefits from suppliers and gain very real advantages over competitors.

This book is an outline for identifying potential vendors, conducting negotiations and engaging purchasing agreements to provide goods and/or services that meet procurement needs. In the course of time the role and character of purchasing has been changing constantly. Traditionally, purchasing was seen as merely a supportive and supplementary operational activity with little significance on a firm’s performance. This approach however conveys a rather reactive strategy of purchasing where the focus is on transactions rather than on relations and also more on an operational or tactical level rather than on a strategic one. Market trends with respect to price and quality as well as global and local trends are emphasized in this book which gives more sense in the sourcing and procurement activities. This book also explains about listing down the category to analyse the money spend on manufacturing activities. This informative, comprehensive, yet practical guide provides readers with a complete tool-kit of how to approach global sourcing.
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successfully. Based on real world experiences on implementing and sustaining global sourcing the book provides readers with key guidance on: Foundations of Strategic Sourcing Management, risk, governance and legal considerations Organizational change, innovation and relationship management Transition planning and the end-game Successful principles for new business development from a service provider perspective Future trends, summary and lessons learned Ultimately this guide will take readers from ‘principles’ to ‘how to’s’ including: How to develop, implement, manage and govern an effective global sourcing strategy and plan How to put in place policies and processes that can be monitored to provide a balanced approach to sourcing How to build a strategic top-down framework coupled with an operational roadmap How to incorporate bottom-up implementation principles and practices that work How to ensure a coordinated, cost-effective and value-delivery plan and operating environment for strategic and tactical sourcing. In addition, it addresses the following areas in a comprehensive, yet easy to use and practical manner: Integrates strategic and operational concepts and practices Covers both clients and providers Supports the practice of global sourcing by leveraging and integrating professional rigor for best practices Provides practical knowledge, techniques, checklists and methodologies that can be used in any environment globally Includes many examples of current and emerging best practices Is broad and comprehensive, yet drills down to specific ‘how to’ details in all chapters Provides a global view of sourcing It comes highly recommended.

By applying Strategic Sourcing concepts, The Walt Disney Company realized $300 millions in annual savings, BellSouth improved its results by $1 billion, and IBM achieved 5% improvement in their margins. These are just a few of the many companies exploring the benefits of Strategic Sourcing, the next evolutionary step in Supply-Chain. Strategic Sourcing is a coordinated effort between the different areas of the organization and external partners. It helps companies to focus on the smart way of investing their resources. More than a guide for implementing Strategic Sourcing, this book talks about the importance of building strategic partnerships. At the end, you will realize that business relationships are not so different from personal ones.

Negotiating the lowest possible price is no longer enough. Internal customers now demand more—they need business advice, guidance, and expertise to manage their sourcing requirements. They need an organization that focuses less on price and more on the value that vendors can provide. The organizational key to unleash the potential of strategic sourcing is the Vendor Management Office or “VMO.” It is an over-arching organizational concept of strategically managing procurements and vendors. Resulting from over 10 years of real-life experience implementing VMOS, this book introduces the concept of a VMO and the philosophy that cost is not always a factor. The book is intended to be much more than conceptual. Concrete and practical tools considered necessary to launch a newly formed VMO are explored in detail. Appendices contain materials that can be easily adapted for use by any VMO. If you are interested in implementing a VMO or you are interested in vendor management as a career--this book is for you.

Strategic Global Sourcing Best PracticesWiley

“The latest best practice guidance on all aspects of global strategic sourcing—including environmental and international issues Best Practices in Global Strategic Sourcing covers the latest trends and leading edge processes in global strategic sourcing, including supply management, procurement, sourcing, vendor management, and other critical decision areas on both an international and global scale. Offers the latest trends and guidance for sourcing and supply managers Features coverage of understanding sourcing, procurement and supply management, procurement and best business practices, best practices in sourcing management and global sourcing management, financial strategies for sourcing, responsible procurement, diversity procurement, managing risk, supply chain procurement, risk management, selector project management for procurement and supply managers, managing supplier relationships, international sourcing, managing supplier relationships supply management operations, With the rise of global supply chains, environmental/sustainability concerns, and constantly evolving technology, the time is right for understanding Best Practices in Global Strategic Sourcing.”

Provided by publisher.

The managed flow of goods and information from raw material to final sale also known as a “supply chain” affects everything—from the U.S. gross domestic product to where you can buy your jeans. The nature of a company’s supply chain has a significant effect on its success or failure—as in the success of Dell Computer’s make-to-order system and the failure of General Motor’s vertical integration during the 1998 United Auto Workers strike. Supply Chain Integration looks at this crucial component of business at a time when product design, manufacture, and delivery are changing radically and globally. This book explores the benefits of continuously improving the relationship between the firm, its suppliers, and its customers to ensure the highest added value. This book identifies the state-of-the-art developments that contribute to the success of vertical tiers of suppliers and relates these developments to the capabilities that small and medium-sized manufacturers must have to be viable participants in this system. Strategies for attaining these capabilities through manufacturing extension centers and other technical assistance providers at the national, state, and local level are suggested. This book identifies action steps for small and medium-sized manufacturers—the “seed corn” of business start-up and development—to improve supply chain management. The book examines supply chain models from consultant firms, universities, manufacturers, and associations. Topics include the roles of suppliers and other supply chain participants, the rise of outsourcing, the importance of information management, the natural tension between buyer and seller, sources of assistance to small and medium-sized firms, and a host of other issues. Supply Chain Integration will be of interest to industry policymakers, economists, researchers, business leaders, and forward-thinking executives.

Thanks to the development of internet- and network-based information and communication systems, virtually every product and service produced today has a supply chain that extends around the globe. For the last twenty-five years, companies such as Wal-Mart, Dell, and Toyota have enjoyed strong competitive advantages in their respective markets as a result of their world-class supply chains. As the supply chain increasingly lengthens, managers at all levels of the organization must understand the unique challenges of working with suppliers and customers located around the world—and the opportunities that can build new competitive advantages. This book will introduce readers at all levels of experience to cutting-edge methods and strategies for global sourcing and global distribution through the discussion of current research and case study vignettes from companies in every corner of the world.

This book is intended for strategic sourcing professionals, general managers, and anyone interested in the potential for corporate performance improvement from optimizing purchases such as owners and private equity operating partners. It is based on my experience as a consulting partner for the Mitchell Madison Group and draws on real-world client experience. The principles of strategic sourcing are entirely industry independent, both from the supplier and buyer industry point of view and are functional skills and rooted in the microeconomic principles of effective price discovery. In my definition, strategic sourcing is the establishment and maintenance of economic relationships between a firm and its suppliers to support the business objectives of the firm. It is inherently long-term, analytical, and strategic in nature and most frequently the fastest and most cost-effective method of financial performance improvement. In this book, I will define the problem, explain how global macro-trends have influenced strategic sourcing, briefly describe common solutions to the problem, and then focus the majority of the book on a practical approach to effective price discovery based on applied microeconomic principles, supporting my recommendations with case studies.

This unique book empirically explores the complex issue of how successful multinational firms manage interfaces of R&D, manufacturing, and marketing on a global basis, emphasizing the linkages among them in the value chain. For the
encompassing nature of this investigation, the author calls this interface issue "global sourcing." The major objective of
the book is to investigate the market performance of various global sourcing strategies employed by multinational firms.
Successful Japanese cases are also highlighted. Based on extensive research findings, the book provides practical and
normative guidelines for managing new product design and development, manufacturing, and marketing around the
world in an era of global competition.
This book takes a process approach of identifying, evaluating, selecting, managing and developing suppliers to create
more value for customers. It begins by outlining the mental shift necessary to build robust relationships with suppliers.
Next, the book details strategic sourcing methodology: a step-by-step approach for creating productive relationships with
key suppliers, providing illustrations and examples from the author’s experience throughout. The third and final part of
the book provides details of a comprehensive process developed to arm the negotiation team with all facts necessary to
reach desired outcomes. This detailed step-by-step process consists of negotiation strategy and case building, supplier
response and positioning, negotiation planning, discussions, and resolution, and supplier evaluation. In addition, the book
highlights best practices in strategic sourcing representing tactics for buyers to leverage their buying power to ensure
they attain full value. These best practices are drawn from several strategic sourcing projects carried out for leading
companies in the USA over several years.
Managing corporate spend is far more complex than conducting RFPs. Learn how the most efficient and effective
procurement departments operate, control costs, enforce compliance, and manage indirect spend. Managing Indirect
Spend provides executives and procurement professionals with the knowledge and tools necessary to successfully
reduce costs with a strong focus on the often-overlooked area of indirect spend. It also offers great value to those
procurement and purchasing professionals aspiring to be leaders in the profession, regardless of the spend they
manage. It includes an overview of the challenges faced when sourcing indirect spend categories, a detailed dive into the
strategic sourcing process, tools that can help drive savings, technologies that drive efficiencies and compliance, and
examples of success based on real-world experience. It is a how-to guide that clearly covers sourcing engagements of
any complexity and provides the details needed to source effectively. The book is structured into sections covering the
sourcing and procurement process, the tools and technologies, examples from the field, walkthroughs of specific
sourcing engagements, guidance on building an effective sourcing team, and the information needed to become a best-in-
class sourcing organization. Since the initial publication of this book, the procurement profession and the discipline of
Strategic Sourcing have matured. Markets have changed, processes developed, trends have come and gone, and
technology has experienced leaps and bounds, posing new and interesting challenges for procurement professionals. In
addition to covering tried-and-true practices for strategic sourcing, this Second Edition discusses how strategic sourcing
has evolved and provides an update on the techniques, tools, and resources available to purchasing groups. This book:
Includes updated coverage of everything you need to know to source more effectively Covers the latest trends in
procurement and sourcing, including technology, process improvements and organizational design Presents guidance for
reducing costs through strategic sourcing, no matter what the economic climate or level of maturity of the existing
procurement organization Shows how effectively managing indirect costs can provide a huge impact on both m line
growth Introduces Market Intelligence (MI), including techniques, tools, and resources available to procurement and
supply chain management groups With tools, real-world examples, and practical strategies, Managing Indirect Spend
provides insider guidance for big bottom-line growth through effective management of indirect costs.
This book provides a comprehensive overview of each of the sourcing business model. Readers will master the art and
science of strategic sourcing by being able to chart a unique path that fits their capacity to apply more the full continuum of
strategic sourcing concepts and tools.
Gerhard Trautmann explains the relationship between global sourcing strategy and organization design.
"Companies of all sizes are seeking to transform their procurement and supplier relationship management processes:
activities that have a tremendous upside potential for improved supply chain effectiveness and efficiency. Now, two
leading consultants and researchers offer a comprehensive approach to creating customer value through strategic
sourcing and procurement. Unlike texts focused primarily on day-to-day operations and tactics, Delivering Customer
Value through Procurement and Strategic Sourcing focuses on helping senior executives and managers gain sustainable
competitive advantage from their supply chains."—Publisher's website.
Supply Market Intelligence: A Managerial Handbook for Building Sourcing Strategies charts the course to success for
executives who are seeking to lead their organizations to supply-chain maturity. This volume is intended for supply-chain
executives who struggle with the challenges of an uncertain supply market environment and whose supply chain function
is constantly buffeted by unexpected changes in customer requirements and commodity prices. The author offers a more
effective path, describing an integrated approach to supply chain management based upon solid market intelligence. This
path is derived from the authors’ multiple engagements with organizations such as Suncor Energy, Bank of America,
Shell Oil, Honda of America, General Motors, Boston Scientific, Visteon, Federal Express, Sonoco, Duke Energy,
Caterpillar, John Deere, GlaxoSmithKline, and many others. He emphasizes that the elements of a successful plan do
not arise from a simple vision, instead they require much hard work and a focused approach backed by solid leadership.
This book begins by defining supply market intelligence and discussing opportunities, the establishment of a project
team, and conducting an internal business intelligence assessment. The book then examines the development of
business and market intelligence, supplier evaluations, and sourcing strategies. It also explores how to execute a
sourcing strategy, manage a strategic supplier relationship, and redesign an organization for effective supply-chain
intelligence and strategic sourcing. This volume offers a benchmarking maturity model tool that covers all facets of end-to-
end supply-chain management.
The latest best practice guidance on all aspects of global strategic sourcing—including environmental and international issues Strategic Global Sourcing Best Practices covers the latest trends and leading edge processes in global strategic sourcing, including supply management, t, sustainability, financial decisions, risk management, and international strategies. Offers the latest trends and guidance for sourcing and supply managers Features coverage of understanding sourcing, procurement and supply management, procurement and best business practices, best practices in sourcing management and global sourcing management, financial strategies for sourcing, responsible procurement, diversity procurement, managing risk, supplier selection, project management for procurement and supply managers, managing supplier relationships, international sourcing, managing supplier relationships supply management operations, With the rise of global supply chains, environmental/sustainability concerns, and constantly evolving technology, the time is right for understanding Strategic Global Sourcing Best Practices.

There are three stages to outsourcing: The first occurred at the dawn of industrial era in the 19th century, where mass production for consumption by many, became the norm and simple domestic means could not meet such demands. With the cost of labor soaring in developed countries, manufacturing of products started moving to countries like China to take advantage of labor arbitrage in the 1900s. This is the second stage of outsourcing. This book addresses issues and challenges in the third stage of outsourcing whose focus is on movement of services at electronic speed, utilizing the Internet platform. The book includes short essay questions, multiple choice questions, mini-cases at the end of most chapters and glossary of terms. It can also serve as a good reference book for practitioners.

"The documented benchmarks for success and the many examples help explicate the complexities for the reader. The book is organized and written so that it will be useful as an introduction to the field and also as a reference when special challenges arise for the practicing manager. " -- DR. JOHN J. COYLE, Professor Emeritus of Logistics and Supply Chain Management, Department of Supply Chain and Information Systems, Smeal College of Business, Pennsylvania State University "The book is a must-read for all supply chain managers seeking to drive down costs and improve profits and must be read before any investment is made in your supply chain. Get copies for your controller and all senior managers...this book lays it all out." -- DR. RICHARD LANCIONI, Chair, Marketing & Supply Chain Management, Fox School of Business, Temple University Expert Strategies for Improving Supply Chain and Logistics Performance Using Lean This practical guide reveals how to identify and eliminate waste in your organization's supply chain and logistics function. Lean Supply Chain and Logistics Management provides explanations of both basic and advanced Lean tools, as well as specific Lean implementation opportunities. The book then describes a Lean implementation methodology with critical success factors. Real-world examples and case studies demonstrate how to effectively use this powerful strategy to realize significant, long-term improvements and bottom-line savings. COVERAGE INCLUDES: * Using Lean to energize your supply chain * The eight wastes * Lean opportunities and JIT in supply chain and logistics * Lean tools and warehouse * Global lean supply chain and logistics * Lean opportunity assessment, value stream mapping, and Kaizen event management * Best-in-class use of technology with Lean * Metrics and measurement * Education and training Valuable training slides are available for download.

Because the U.S. Air Force spends over one-third of its budget on nonweapons purchased goods and services, such purchases are a prime target area in which to seek performance improvements and cost savings. Prompted by a need for improved performance from its supply base, the Air Force has become increasingly aware of the advantages of using market research, contract consolidation, supply base rationalization, and other leading purchasing and supply management (PSM) practices in its dealings with suppliers. To aid the Air Force in its PSM efforts, RAND examined how innovative commercial firms implement such practices in their purchases of goods and services. After a review of the academic and trade literature, the study team conducted a series of elite interviews using a structured questionnaire to gather primary data from "best in class" commercial firms. The key findings are that (1) innovative commercial firms are moving to a strategic, goal-oriented approach to PSM, (2) implementing new PSM practices can take a number of years and often requires significant, permanent change throughout the organization, and (3) the Air Force needs strategies to sustain continuity of support for serious PSM change from one leadership team to the next.

This book focuses on the development of strategies for the successful internationalization of large and medium-sized companies. Becoming international offers important opportunities for companies of all sizes, but in an increasingly complex environment, the strategic planning involved is also a challenge. The book addresses this, putting forward suggestions that allow large and medium-sized companies to profit from internationalization. After a comprehensive introduction to internationalization and strategic planning, the authors make clear recommendations, suggesting detailed processes for developing international strategies. The book distinguishes between going global for new markets and internationalizing production and sourcing. For both, the book proposes procedures for performing meaningful strategic analyses and for developing successful international strategies. Lastly, it highlights the challenges faced by international companies and discusses useful decision processes. The book offers valuable insights for company executives, participants in Executive MBA programs, and master’s students.

Sourcing Strategy is about sourcing as a long term strategic activity. Myopic purchasing management stops short with describing functional procedures and procedural innovations such as online order processing. The goal of this book is not merely to document sourcing strategy, but to provide the tools to determine it. Therefore, rather than merely describe common sourcing processes, the book takes a normative approach to sourcing strategy. It argues for a rational, complete and integrated process view. It supports its recommendations with logical arguments from an interdisciplinary and analytical approach grounded in microeconomics, law and business strategy. Part 1 of the book explains the economic and business principles that underlie sourcing strategies. It derives policies that guide viable strategies to meet sourcing goals. Part 2 applies these to creative designs for standard sourcing scenarios.
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. Leading Procurement Strategy is a must-read for all senior procurement executives wishing to further enhance their skill set, master the latest developments in procurement strategy and really come into their own as procurement leaders. The expert author team explains how to effectively manage and mitigate risks in the supply chain, appreciate the key issues affecting the procurement function and develop best practice excellence in teams. Providing the latest thinking in procurement and supply management within the broad perspective of different industries, this second edition of Leading Procurement Strategy covers: global sourcing; supplier relationship management; cost management; information technologies and future developments. The book is underpinned by academic theory and supported by an extensive range of real world case studies drawn from the authors’ experiences, including Tesco, Tata, Coca-Cola, BAA, P&G and IBM. This new edition provides the skills, knowledge and tools needed to articulate an effective strategy and embrace a transformational role to lead procurement teams, showing how procurement can become an influential function that delivers sustainable competitive advantage. Globalization has made both operations and supply chains more complex than ever before. Inputs are sourced from many locations all over the world to serve different needs and market segments throughout the planet, making it a global challenge that necessitates a global strategic response. Managing Operations Throughout Global Supply Chains is a crucial academic resource that discusses concepts, methodologies, and applications of emerging techniques for operations and supply chain management processes that promote cost efficiency. While highlighting topics such as global operations, resource planning, and business forecasting, this publication explores how organizations manage the procurement of all necessary resources at every stage of the production cycle from the original source to the final consumers. This book is ideally designed for researchers, academicians, practitioners, professional organizations, policymakers, and government officials. The leading expert in the field brings the power of his experience and that of the world-renowned consulting firm Booz-Allen & Hamilton to reveal how buying smart can mean the difference between success and failure. New post-9/11 government policies have affected the way every global importer must manage their supply chain processes. This book will help companies overcome the obstacles encountered when products cross international borders on their way to U.S. companies. It will aid procurement and supply chain managers in establishing successful …

Seminar paper from the year 2004 in the subject Business economics - Supply, Production, Logistics, grade: 1,3, Heidenheim University of Cooperative Education, course: International Management, 6 entries in the bibliography, language: English, comment:; abstract: Es ist nicht genug zu wissen, man muss es auch anwenden; Es ist nicht genug zu wollen, man muss es auch tun." Goethe Globalisation of markets progresses rapidly and leads to more competition. In times of Supply Chain Management, Cost Saving Measures and Outsourcing companies have to reorient their business planning. New concepts are necessary to reach a cost efficient production. In this context, globalization must not only be considered as global selling of own products. With the same effort global logistics and procurement have to be taken into account to gain global success. Global Sourcing is already known as conscious orientation of a purchasing strategy. However, its implementation hasn't gone far yet. Increasing economical interweaving and better technological possibilities make Global Sourcing, even for middle-class companies more relevant than never before. Global Sourcing is more than just buying goods and services in foreign countries. In bounds of company philosophy, efficient strategies have to be developed to ensure international competitiveness. Extending of purchasing options, access to world-wide know-how or even increasing sales of own products are just some features of this concept. Before integrating the Global Sourcing Concept in other company strategies a closer look is necessary. The focus of this term paper remains in showing Global Sourcing as a part of the reorientation of purchasing, determining its features and risks as well as indicating the strategy of Global Sourcing. For not going beyond the scope of this work, I will refrain from exact determination of every single sourcing strategy (Sourcing Toolbox). Even it's not its task to set exact guidelines, concerning ... This informative, comprehensive, yet practical guide provides readers with a complete tool-kit of how to approach global sourcing successfully. Based on real world experiences on implementing and sustaining global sourcing, the book provides readers with key guidance on: Foundations of Strategic Sourcing. Management, risk, governance and legal considerations. Organizational change, innovation, and relationship management. Transition planning and the end-game. Successful principles for new business development from a service provider perspective. Future trends, summary and lessons learned. Ultimately this guide will take readers from principles to how to s including: How to develop, implement,
manage and govern an effective global sourcing strategy and plan. How to put in place policies and processes that can be monitored to provide a balanced approach to sourcing. How to build a strategic top-down framework coupled with an operational roadmap. How to incorporate bottom-up implementation principles and practices that work. How to ensure a coordinated, cost-effective and value-delivery plan and operating environment for strategic and tactical sourcing. In addition, it addresses the following areas in a comprehensive, yet easy to use and practical manner:

- Integrates strategic and operational concepts and practices
- Covers both clients and providers
- Supports the practice of global sourcing by leveraging and integrating professional rigor for best practices
- Provides practical knowledge, techniques, checklists and methodologies that can be used in any environment globally
- Includes many examples of current and emerging best practices
- Is broad and comprehensive, yet drills down to specific how to details in all chapters
- Provides a global view of sourcing

It comes highly recommended.

How is it possible to sell a kitchen at 30 per cent below market price? Why are hot dogs cheaper in IKEA than in the supermarket? How can IKEA sell the Lack table at half the price it was when it was launched 35 years ago and how can it be achieved with a substantial profit? Strategic Sourcing and Category Management examines how IKEA - and other cost leading companies - use category management to create advantages with direct and indirect sourcing. With 25 years' experience from IKEA, where he had the responsibility to develop and execute the company's purchasing strategy, author Magnus Carlsson shares his insights on important topics: when category management is profitable and why; how teams repeatedly create value and results; what the main approaches are in different categories; how a company implements category management; the difference between success and failure. In this new edition of Strategic Sourcing and Category Management, Magnus Carlsson has added new themes including examples and references from companies such as Maersk, Carlsberg, P&G and Aldi, illustrating the application of cost leadership that spans far beyond IKEA. Even in IKEA, the cost leadership lessons are not limited to home furnishings as the company is sourcing categories such as food, components, materials, transports and indirect materials, with a total purchasing spend of approx. €7 billion. However, maybe even more importantly, the book illustrates how teams create value by thinking differently and asking the right questions, allowing an understanding that goes beyond mere tools and processes. Describes the principles and methodologies for crafting and executing a successful business-aligned IT strategy to provide businesses with value delivery.