



Next Level Supply Management Excellence: Your Straight Bottom Line Roadmap

Robert A. Rudzki, Robert J. Trent

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Named one of the 10 Greatest Purchasing Books Ever Written by SupplyChainOpz.com

In this sequel to the best-selling *Straight to the Bottom Line*, the authors and their panel of distinguished contributing authors, who have led successful transformations across numerous industries, explore the critical success factors for leading successful supply management transformations. They share insights and practical advice for taking your company to the next level in procurement practices and performance.

Next Level Supply Management Excellence is for anyone interested in understanding what a more advanced state of procurement and supply management will look like over the next ten years. Part I includes six chapters that build the foundation and provide the framework for moving to the next level of supply management. Part II contains ten chapters that provide significant detail about areas that essentially define a next level supply organization. And Part III presents a variety of topics that will add value to your knowledge base and next level professional agenda.

Key Features:

- Includes chapter contributions from industry-leading experts
- Presents a proven transformation model within procurement and supply management
- Covers topics that are relevant to today's supply professional, such as the battle against complexity, risk management, capital expenditures procurement, talent management, comprehensive energy management, effectively managing working capital, and how to leverage external resources effectively
- Emphasizes next level practices and strategies that move beyond current thinking
- WAV offers supplemental information about opportunity assessments, transformation roadmaps, comprehensive energy management, strategic sourcing & negotiations management training and mentoring, and supplier surveys -- **available from the Web Added Value Download Resource Center at jrosspub.com**

PART ONE: Leading Supply Management Transformation

Chapter 1: The Next Level: An Overview for the C-Suite and Supply Management Leaders

Chapter 2: Leadership as a Principle of Lasting Success

Chapter 3: You Have a Choice to Make: True Transformation or Evaporating Results

Chapter 4: Speaking Like a CFO & Gaining Senior Management Support

Chapter 5: Creating the Next Level Supply Organization

Chapter 6: Internal and External Talent Management

PART TWO: Critical Topics in Supply Management Transformation

Chapter 7: Collaborating with Suppliers & Contributing to Revenue Growth

Chapter 8: *Strategic* Sourcing

Chapter 9: Negotiations Management Best Practices

Chapter 10: Comprehensive Energy Management

Chapter 11: Enhanced Sourcing with Idealized Design
Chapter 12: Lean and Supplier Development
Chapter 13: The Value of Reducing Complexity
Chapter 14: Risk Assessment, Prevention & Mitigation
Chapter 15: Central Role in Working Capital Management
Chapter 16: Early Involvement in Capital Project Procurement

PART THREE: Additional Key Topics in Next Level Supply Management

Chapter 17: Building a Supply Chain Organization from the Ground Up (Case Study)
Chapter 18: Lean Six Sigma in Supply Management
Chapter 19: Toolkits for Strategic Sourcing Success
Chapter 20: When the Worlds of Sales & Procurement Collide

Epilogue
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