



The Definitive Guide to Becoming a World Class Global Buyer

Robert Eugene Beasley Jr.

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If you have been struggling to get the reputation and fame of a world-class global buyer, you are fortunate. I have written this self-help guide to help you become that world-class buyer. In less than three to four years (depending on your education level), if you read this book and apply the attributes, you will achieve your career goals and earn the reputation of being world-class. In this self-help book, you will learn the thirteen specific skills required to become a world-class buyer, such as transportation, billing terms, cash flow, profit, long-term contracts, partnering versus strategic alliance, mentoring, ethics and morals, business modeling, and effective presentations, just to name a few. Also included in the book are the eight steps in supply category management, negotiating for damages, seven key attributes for success, and the fifteen common traits of winners. Last but certainly not the least are very helpful hints found after each chapter, which are summarized in the closing chapter 25. I hope you had as much pleasure reading the book as I had writing it. Look for my upcoming sequel, The Definitive Guide to Obtaining a 100% Investment Return. Enjoy!

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