

Purchasing And Supply Chain Management Monczka

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to carry out a research project in a systematic manner consequently it distinguishes between different publications such as conference or journal paper book chapter and book in addition it sheds light on writing practices and presents valuable tips for researchers new to the field to avoid common mistakes this volume brings clarity with comprehensive insight to the phenomenon of research methodology based on contemporary approaches for academic scholars this book finds solutions for many unsolved issues which may arise while carrying out research it also presents additional insights into the nuances of research methods on a professional level for practitioners furthermore for students this book aids in understanding the direction to follow in the exploration of research design

in today s times more and more companies pursue global sourcing strategies in some form and to some extent the most prominent reason for the increased interest in global sourcing is the idea to benefit from factor cost differences between sourcing regions however recent research indicates that cross border sourcing is no panacea to generate cost savings there are situations in which international sourcing does not lead to the intended price reductions or even causes expensive back sourcing activities accordingly the ambiguous image of global sourcing is the point of departure for the dissertation at hand thus the main purpose of this thesis is to explore how global sourcing can contribute to a firm s purchasing performance the results indicate that the accumulation of social capital between the buying organisation and its international suppliers can increase the sourcing success however given the limited amount of resources for those intimate buyer supplier relationships close partnerships cannot be maintained with all suppliers consequently the research at hand points in the direction that global sourcing can be a means to increase the intensity of competition in supply markets facilitating the pursuit of more adversarial relationships

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

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