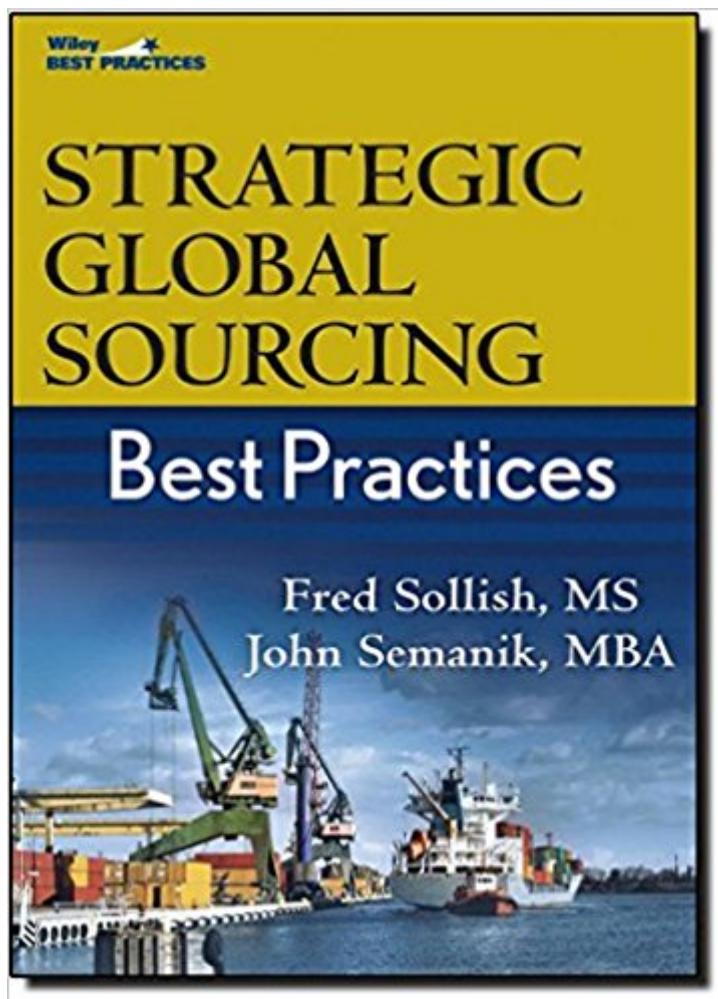


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# Strategic Global Sourcing Best Practices



## **Synopsis**

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.

## **Book Information**

Hardcover: 240 pages

Publisher: Wiley; 1 edition (February 8, 2011)

Language: English

ISBN-10: 0470494409

ISBN-13: 978-0470494400

Product Dimensions: 6.3 x 0.8 x 9.3 inches

Shipping Weight: 14.4 ounces (View shipping rates and policies)

Average Customer Review: 4.3 out of 5 stars 9 customer reviews

Best Sellers Rank: #438,353 in Books (See Top 100 in Books) #43 in Books > Business & Money > Management & Leadership > Distribution & Warehouse Management #131 in Books > Business & Money > Processes & Infrastructure > Purchasing & Buying #428 in Books > Business & Money > Management & Leadership > Management Science

## **Customer Reviews**

For most of its history, the typical purchasing routine was simple: receive a requisition from the user, place the purchase order with the supplier, expedite when necessary, and resolve invoice discrepancies. This process left very little room for decision-making, such as supply sourcing, and even less room for discretion. Not so any more. Today's purchasing and procurement managers and those they report to are seeing their scope of responsibilities increase along with the impact

supply management can have on a company's bottom line. Addressing the changing roles, responsibilities, challenges, and emerging opportunities in this rapidly evolving field, *Strategic Global Sourcing Best Practices* provides a one-stop guide to the best practices, latest trends, and leading-edge processes in supply sourcing operations to maximize your company's bottom line. Authors and industry experts Fred Sollish and John Semanik share their decades of global supply experience to provide you with the latest hot topics currently transforming the field, including sourcing management, financial decisions, risk management, and international strategies. This hands-on reference gives you a step-by-step overview of the strategic sourcing process, including the importance of understanding your corporation's mission and vision statement, environmental analysis, SWOT analysis, assumptions, objectives, strategy, and implementation. The book also explains the supply sourcing operational analysis process and the formation of operational plans and objectives, including spending analysis, supplier performance issues, competition, and outsourcing opportunities, as well as capturing additional spending, improving internal processes, and the analysis of supply market conditions. Accompanied by the authors' robust website offering comprehensive guidance on supply management, *Strategic Global Sourcing Best Practices* emphasizes the state-of-the-art in strategic supply sourcing and how to leverage it, including:

- The strategic sourcing plan
- Operational alignment with sourcing strategy
- Implementing, managing, and outsourcing the S2S process
- Conducting business in other nations
- Conducting supplier research and market analysis
- Solicitation of bids and proposals
- Supplier evaluation and selection
- Negotiation strategy and planning
- Supplier diversity best practices
- Sustainability
- Risk management principles
- Developing a global sourcing strategy

No longer just a static position, procurement has evolved into a vibrant and progressive strategic element in your organization's competitive arsenal. Learn how to harness supply management's profit-boosting potential and achieve higher levels of competitiveness with *Strategic Global Sourcing Best Practices*.

Boost your company's performance with this road map to supply management best practices. The rise of global supply chains and environmental/sustainability concerns, coupled with evolving technology, has transformed supply management into a multifaceted field full of profit-boosting opportunity. Grounded in the present day with an eye toward the future, *Strategic Global Sourcing Best Practices* provides you with the knowledge, skill, and tools you need to stay ahead of this constantly evolving field. Spanning sourcing management, sustainability, financial decisions, risk management, and international strategies, authors Fred Sollish and John Semanik outline the best practices, latest trends, and leading-edge processes in supply management that will help you better

understand the process. The authors' supplemental website (supplyknowledge.com) provides links to information resources and emerging trends for topics covered in the text. A must-have resource for sourcing, purchasing, and procurement managers, CFOs, supply chain managers, and controllers, Strategic Global Sourcing Best Practices shows you how to: Develop a strategic sourcing plan Implement, manage, and outsource the source-to-settle (S2S) process Address cultural challenges when doing business in other nations Solicit bids and proposals Develop a negotiation plan Mitigate risk Factor in sustainability Create a global sourcing strategy More and more of today's forward-thinking business leaders are looking toward procurement to positively impact the profitability of their organization's bottom line. Learn how to dramatically improve your supply management performance with the tools and guidance found in Strategic Global Sourcing Best Practices.

The writers were able to compile quality information from a full perspective of strategic sourcing practices and kept it easy reading. This is a book which can help those with no knowledge on strategic sourcing and also those who are very familiar with some of the best practices. It also helps the way the book was written so it can be used as an consulting material.

Excellent book for my supply chain management class. Easy to read and understandable. Am done with my major by the way

going to be in my library for a long time :) very good

Overall the book is a good overview of sourcing. It was helpful for what I was trying to learn. I would have liked more examples across different types of businesses.

Good, I found useful information in it. It covers all the areas within the supply chain with information that can be applied in the real world.

Its a good book but to similar to procurement and supply chain desk reference. Well written and I recommend it

I found this book to be very benefical. It is academic enough to be well structured, and practical enough to be useful -what might be called an executive summary. The many implementation

guidelines will help the practitioner who has to guide a global sourcing effort. I really enjoyed the numerous stories, anecdotes and examples that were included; they made some of the topics come alive. Appropriately the authors start by recognizing that the sourcing plan must be derived from, and must support, the higher level corporate strategic objectives. The sections on cultural differences and sustainability considerations were quite interesting. The book includes a nice glossary of terms, suggested additional reading for more in depth looks at the various topics, and many lists of resources throughout the book. I recommend this book for anyone who is looking to understand the big picture of Strategic Global Sourcing.

Today, sophisticated contract manufacturers in Asia own the very infrastructures that enable cost advantages in many industries. And, because they make those infrastructures available to all comers, historical manufacturing advantages based on low cost have all but disappeared. That doesn't mean supply-chain management is less important--quite the opposite, it's now more strategic than ever. That's because the emphasis has shifted from lowest cost (still essential, of course) to differentiation, best practices, and strategic relationships. I liked this book because it has a "top down" view, starting with vision and competitive analysis before discussing implementation. I found it concise and easy-to-read.

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