

Strategic Supply Management: Creating the Next Source of Competitive Advantage

By Robert J. Trent

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"Finally someone has put it all together... the reasons, the principles and the road map for establishing supply management as a sustainable source of competitive advantage. This book is a complete how to guide on developing a successful supply management organization and process. If you re interested in a clear framework for moving beyond purchasing to effective supply management, this book is for you."
--Elliot Grover, Vice President-Procurement, Mars Snackfood US

Strategic Supply Management articulates how to create a supply management organization that you can count on to deliver reliable sources of supply and presents a framework for achieving sustainable competitive advantage.

The popular press is loaded with stories about supply problems affecting many industries. Extensive outsourcing of major portions of a firm s value chain, relentless pressure from customers to improve product and service functionality and to reduce costs across almost every industry, and steep global competition have combined to create a search for new sources of competitive advantage. This search has led to supply management, the management of suppliers, and improved supply base relationships to become hot topics in the boardrooms of many organizations.

This book presents a road map and understanding of what it really means to practice strategic supply management. No longer a transactional activity, supply management is about creating and sustaining new sources of competitive advantage. Dr. Trent presents a holistic approach that focuses on breadth rather than depth so that readers can see how the different elements that comprise strategic supply management come together to create a hard-to-duplicate source of competitive advantage. **Strategic Supply Management** presents, in a concise manner, the need for supply leadership, the organizational enablers that must be in place, and the strategies and approaches that leading organizations pursue to achieve advantages in price and cost, quality, cycle time, technology, flexibility, and end customer responsiveness.

This is a must read for any procurement or supply management professional; finance, operations, and engineering functional managers; executives who interact on a regular basis with supply management professionals; and academics

and students.

KEY FEATURES:
--Reveals the strategies and approaches that leading organizations are using to achieve competitive advantages in price and cost, quality, cycle time, technology, flexibility, and end-customer responsiveness
--Describes how to develop effective supply strategies and provides a clear understanding of the leadership required to achieve a set of demanding supply objectives
--Explains the four critical enablers underlying strategic supply management organizational design, measurement, information technology, and human resources which are prerequisites to the pursuit of more sophisticated supply management activities
--Illustrates how the different elements that comprise strategic supply management can come together to create hard-to-duplicate sources of competitive advantage
--Highlights essential concepts, processes, best practices, and tools, supported by real company examples
--Offers free downloadable tools to assess supply management and human resource policies and practices, organization design, processes, leadership, and performance measures -- available from the Web Added Value Download Resource Center at www.jrosspub.com

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Editorial Review

Review
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"…a masterful job of organizing and conveying years of research and experience with leading supply management organizations into a must read for busy executives charged with driving increased value from purchasing and supply management. We will be using this book extensively in our open-enrollment and custom executive education programs." -- --David J. Frayer, Ph.D., Director, Executive Development Programs, The Eli Broad Graduate School of Management, Michigan State University

About the Author
Robert J. Trent, Ph.D., is the supply chain management program director and the Eugene Mercy associate professor of management at Lehigh University, where he teaches at the undergraduate and graduate levels. Dr. Trent gained his practical experience in operations management, purchasing, distribution planning, production scheduling, and package engineering at the Chrysler Corporation. He holds a B.S. degree in materials logistics management from Michigan State University, an M.B.A. degree from Wayne State University, and a Ph.D. in purchasing/operations management from Michigan State University.

He has been published extensively in numerous magazines and journals such as Supply Chain Management Review, Inside Supply Management, Journal of Supply Chain Management, International Journal of Purchasing and Materials Management, Sloan Management Review, International Journal of Physical Distribution and Logistics Management, Total Quality Management, Academy of Management Executive, Business Horizons, Team Performance Management, NAPM Insights, Supply Chain Forum and Managing Information Strategies and his research is often published by the Center for Advanced Purchasing Studies (CAPS). Dr. Trent is also co-author of a best-selling textbook entitled Purchasing and Supply Chain Management, now in its third edition. He is a sought-after speaker for seminars and professional conferences. Bob is an active member of Institute of Supply Management (ISM), serving for many years as the Professional Development Director of the NAPM, Lehigh Valley Chapter, and, at the national level, as a member of the ISM Educational Resources Committee.

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This Strategic Supply Management: Creating the Next Source of Competitive Advantage book is simply not ordinary book, you have it then the world is in your hands. The benefit you will get by reading this book is actually information inside this guide incredible fresh, you will get info which is getting deeper anyone read a lot of information you will get. This kind of Strategic Supply Management: Creating the Next Source of Competitive Advantage without we recognize teach the one who examining it become critical in

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