

Leading Procurement Strategy: Driving Value Through the Supply Chain

By Carlos Mena, Martin Christopher, Remko van Hoek



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As procurement is to take an evermore important role in shaping strategy, the need to develop a strategic approach to procurement is vital.


Brought to you from leading researchers at Cranfield School of Management, Leading Procurement Strategy is a ground-breaking new title that will equip you with the skills, knowledge and tools needed to articulate an effective procurement strategy and embrace a transformational role to lead procurement teams. Ultimately, it will show you how procurement can become an influential function that delivers sustainable competitive advantage.

Leading Procurement Strategy is a must-read for all senior procurement executives wishing to further enhance their skill set, master the latest developments in procurement strategy, and really come into their own as procurement leaders. Through tackling the major issues that senior procurement practitioners encounter, this book equips readers with the skills to apply powerful and practical tools for managing procurement and supply.

Leading Procurement Strategy provides the latest thinking in procurement and supply management with the broad perspective of different industries. This book is supported by an extensive range of real-world case studies drawn from the author's experiences, including Tesco, IKEA, Toyota, Coca-cola, and Apple. It includes forewords by David Noble, Group CEO of CIPS, and Peter Kraljic, Director Emeritus, McKinsey and Company.

In this book Carlos Mena, Remko van Hoek and Martin Christopher cover the following strategic considerations: global sourcing; cost and value evaluations and cost management; supplier relationship management; information technologies and procurement; sustainable procurement and future developments.

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Review

"Today, procurement is a function, not just a service, so procurement strategy is more important than ever. This is a helpful overview for procurement students and friends of the profession."

(Eva Wimmers *SVP Procurement, Deutsche Telecom AG*)

"[A]n ambitious list of trending procurement and supply chain subjects...This large group of contributors makes it possible for the book to cover a wide range of information in depth without losing momentum or focus."

(Kelly Barner *Buyers Meeting Point*)

"Attracting young Asia talent to see procurement as a career of choice just got easier."

(Jan Piskadlo *AIG Regional Head, Asia Pacific*)

About the Author

Carlos Mena is Director of the Centre for Strategic Procurement and Supply Management at Cranfield and Assistant Professor at the Eli Broad Graduate School of Management at Michigan State University. He has been responsible for more than ten research projects in supply chain related fields such as global sourcing, sustainable supply chains and collaboration involving world leading organizations such as ASDA (Wal-Mart), British Airways, Coca-Cola, Ford, M&S, Tata, Tesco and P&G. Remko van Hoek is a Visiting Professor at Cranfield School of Management and previously held positions as Global Procurement Director at PwC and SVP Sourcing and Procurement at the Walt Disney Company. He is a frequent contributor to roundtables and trainings and has won ten academic awards for his work. Remko also serves on the Board of Directors of the Council for Supply Chain Management Professionals in the US and the Advisory Board of the Procurement Leaders Network. Martin Christopher is Emeritus Professor of Marketing and Logistics at Cranfield. His work in the field of logistics and supply chain management has gained international recognition. He is a regular contributor to conferences and workshops around the world.

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