The Procurement Game Plan offers the guidance needed to take the procurement professional’s career and department to progressively higher levels. It provides easy-to-follow strategies for improving supplier relationships, securing measurable cost reductions, achieving operational excellence, and improving margins and competitiveness.

Key Features

• Provides valuable insights into strategic procurement and supply management principles, processes and best practices, and how to manage productive and successful procurement organizations

• Presents guidelines, techniques, and tools for converting a transaction-based reactive function into a proactive and powerful strategic contributor, and uses sports analogies to explain how everything fits together

• Uses real scenarios and examples from the authors’ experiences to make the principles and methodologies more relevant and easy to understand

• Simplifies complex concepts into easy-to-follow steps that procurement professionals can use to secure tangible results

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About the Editors

Charles Dominick, SPSM, SPSM2, is the President and Founder of Next Level Purchasing, Inc., a globally-recognized provider of high-quality education for procurement departments and supply management professionals and the exclusive source for the Senior Professional in Supply Management certifications.

Dr. Soheila R. Lunney, SPSM, is President of Lunney Advisory Group LLC, a firm that provides procurement and supply chain management coaching, mentoring, and training services. Soheila was previously Vice President of Procurement for Education Management Corporation and Deputy Director to the Chief Procurement Officer at Bayer Corporation.

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