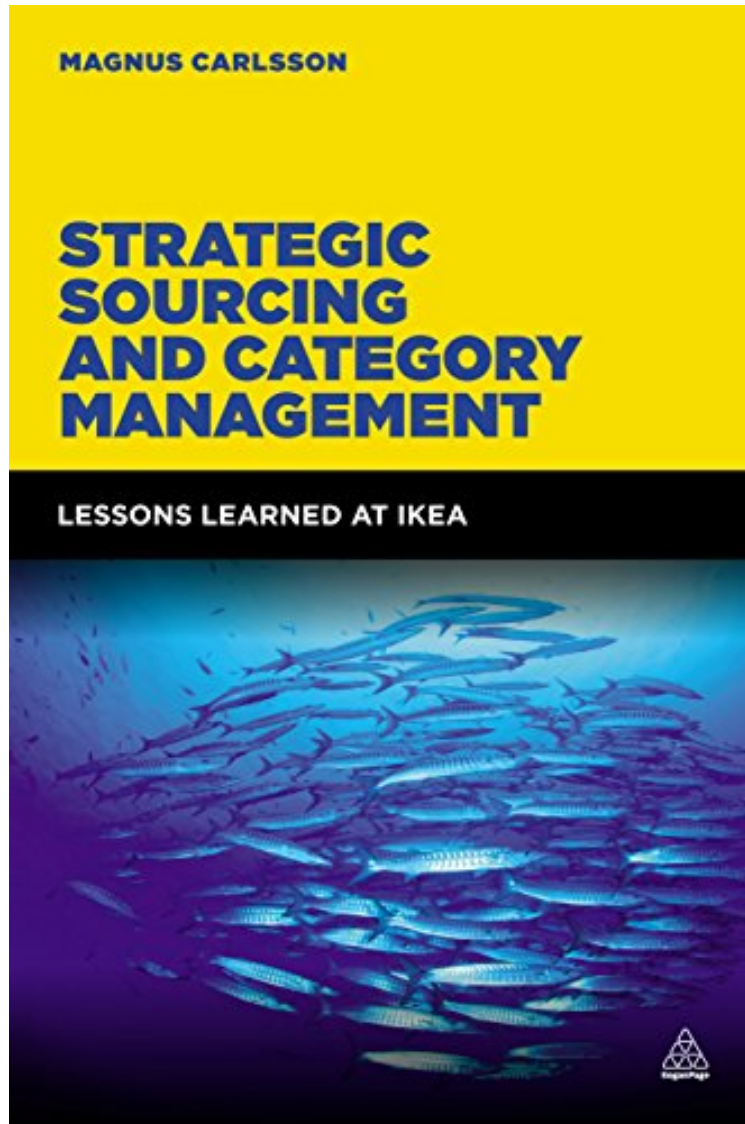


(Download) Strategic Sourcing and Category Management: Lessons Learned at IKEA

Strategic Sourcing and Category Management: Lessons Learned at IKEA

Magnus Carlsson

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Magnus Carlsson : Strategic Sourcing and Category Management: Lessons Learned at IKEA before purchasing it in order to gauge whether or not it would be worth my time, and all praised Strategic Sourcing and Category Management: Lessons Learned at IKEA:

0 of 0 people found the following review helpful. Very practical and structured approach that always targets the best possible results in sourcingBy Eren KoyuncuI am a purchaser. I have read the book two times and implemented some of the methods already into my business area. The best things with the book : 1) it is easy to read 2) easy to implement

to any kind of sourcing purchasing project no matter how complex or simple the project is 3) it always aims the achieve best possible results . The methodology described in the book is dynamic not static so it is amendable, can be updated by purchasers as well. I really suggest this book to any kind of purchaser (junior or very senior) or any related party doing business with purchasing.1 of 1 people found the following review helpful. Great, highly relevant and hands onBy CustomerA great, highly relevant and hands on book on the topic of sourcing and procurement category management!0 of 0 people found the following review helpful. WorthyBy DarrenIngram_dot_comMany books promise to show how to create value in a supply chain, yet they mostly feel to be lacking when push comes to shove. This book is different; it has a focussed look at reality, with actual experiences from IKEA. If therersquo;s one company that seems to have optimised its supply chain very well, it is IKEA. Learn how to get a grip on your strategic sourcing and category management, amongst many other things.The book looks at ways of improving the entire procurement process and creating a mutually beneficial environment for both purchaser and supplier alike. Of course, the purchaser will always want a bit better deal, yet there are ways in improving efficiencies and structures that offer benefit to both parties. It is a lot more than just cutting waste.The author manages to cram a lot into a relatively small book, the contents of which are engaging, informative and incredibly more-ish. Whilst the book is aimed at the larger organisation, something that might be quite established and mature (with all the problems that can come with it), there is no reason why much of this booksquo;s knowledge cannot be utilised or transformed into the operations of a smaller company. Not everything may be relevant, at the moment, yet there are still sufficient takeaway points to provide value.It is a demanding book due to the sheer quantity of information on offer, sharing the knowledge of an industry professional that has been at the sharp end with a clear global leader who has transformed its own operations over time. It is a highly worthwhile read.This is a book for those who should be doing things, although the academic need not be left out in the cold: there is an extensive range of notes and bibliographic references for deeper, additional reading. Although the reader may be kept fairly engaged and active consuming and contemplating the advice dispensed within the book as it is!

Legendary for its purchasing strategies, IKEA revolutionised the thinking and execution of procurement departments across the world. Are you ready to learn the secrets of success of one of the most admired purchasing organizations in the world?Strategic Sourcing and Category Management examines how category management works in practice, drawing insight from IKEA. With over twenty years' experience of purchasing at IKEA, Magnus Carlsson shares the wisdom gained from devising and executing IKEA's highly successful purchasing strategies. This unique text is not just a case study - it is supported by insightful interviews, case studies and practical examples, which are compared and contrasted with examples from other leading companies. Strategic Sourcing and Category Management answers three critical questions: -When is category management a profitable method and why? -How do category teams create real results? -How can category management be organized and implemented effectively?In answering these three questions, Magnus Carlsson not only presents the guiding principles behind category based sourcing, he also demonstrates how category based sourcing can effectively be implemented in practice and provides guidance on how to realise the benefits of this approach. Cleverly connecting theory and practice, the book draws upon both existing and new tools, and applies them in a highly practical context. With application spanning far beyond IKEA, this book is an invaluable resource for procurement and purchasing professionals in any industry. Strategic Sourcing and Category Management is the result of twenty five years' experience of Strategic Sourcing within IKEA and collaboration with several companies and the Stockholm School of Economics.

ldquo;Magnus Carlsson has written a book that is largely sensational. I have not seen any equal presentation of how an organization can operate efficient sourcing. The book's target audience is broad. It's about to run an efficient sourcing operation with relevance far beyond Ikea. I think anyone who in any way comes into contact with purchasing, executives in charge of streamlining their organization, purchasing managers, purchasers, and even students will benefit greatly from the book's content.rdquo;