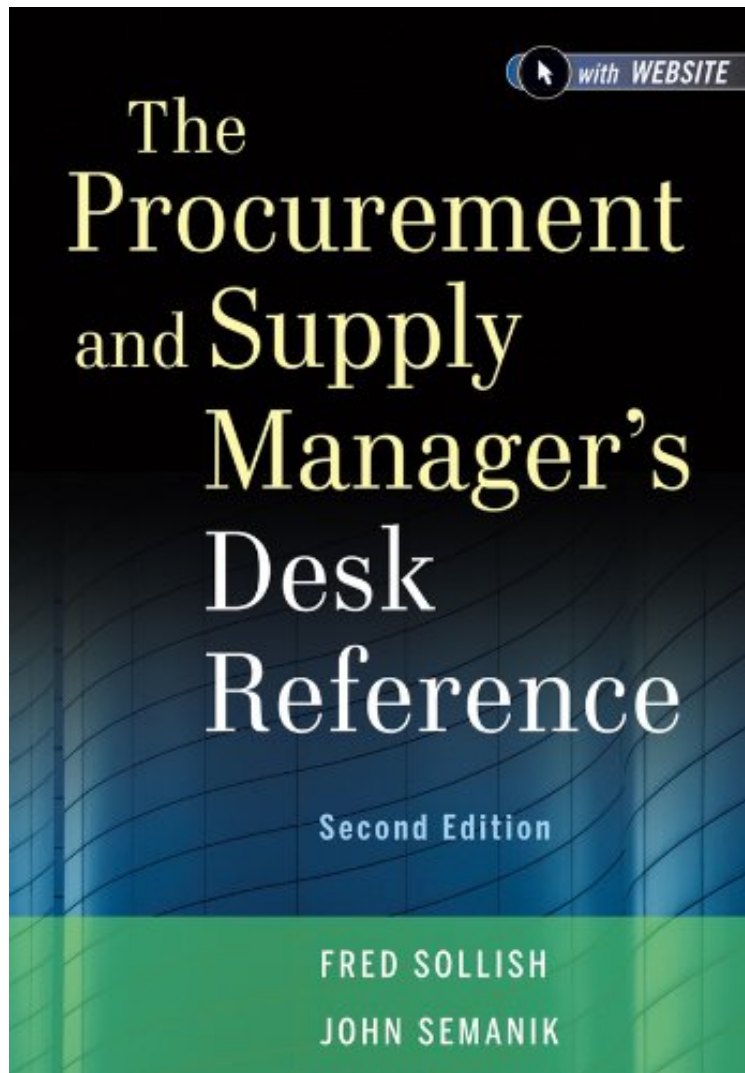


# The Procurement and Supply Manager's Desk Reference

*Fred Sollish, John Semanik*

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**Fred Sollish, John Semanik : The Procurement and Supply Manager's Desk Reference** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Procurement and Supply Manager's Desk Reference:

4 of 4 people found the following review helpful. Gives a good overview of the Procurement Cycle with concise explanations  
By Martin Taylor Gives a good overview of the Procurement Cycle with concise explanations. Better suited for those new to Procurement and Supply Chain concepts than those working in the field or with a SCM background. This book wasn't quite what I was looking for but would recommend it to someone who is trying to improve their general knowledge of Procurement either in the workplace or in academia.  
0 of 0 people found the following review helpful. Great!!!!  
By Chat Very in depth!!!  
2 of 2 people found the following review helpful. Practical

Informative ProcurementBy LenI bought this book as a refresher and to review my own procurement journey. I found the book extremely informative and useful.A good reference book immensely readable.Well worth purchasing.

Every supply manager's essential desktop tool with in-depth, authoritative coverage of each topic Leaving no stone unturned in covering all aspects of the procurement and sourcing functions, The Procurement and Supply Manager's Desk Reference, Second Edition is filled with everything every organization needs to know about the key roles and responsibilities of a procurement professional. Presented logically to match the flow of the procurement and sourcing functions, the book is filled with practical aids such as step-by-step guides to each segment of the process, as well as checklists and customizable forms. The new edition of this essential book provides an easy-to-use road map for the procurement and supply manager in the new millennium. Coverage on how to select suppliers and measure performance Reveals the easiest way to drive continuous improvement in the supply base Features tips on providing value to the organization Helps you identify those strategies that will work best for your business for years to come Written for the worldwide profession of procurement and supply management, The Procurement and Supply Manager's Desk Reference, Second Edition offers detailed coverage and tips with an eye toward incorporating proactive strategies and best practices.

From the Inside FlapThoroughly covering all of the key roles and responsibilities of a procurement manager, The Procurement and Supply Manager's Desk Reference, Second Edition is an easy-to-use handbook that reveals how you can master best practices to achieve competitive change in your business. Authors and supply chain management experts Fred Sollish and John Semanik explore the changing role of procurement and supply management professionals with coverage of regulations such as the Sarbanes-Oxley Act (SOX) and other compliance issues within the current trend in globalization. Now with Instructor Resources and an accompanying website, the Second Edition provides essential information on: The latest trends in global procurement/sourcing, including technology tools and trends in supply chain management Using basic information technology processes Mastering procurement and business tactics Selecting suppliers and measuring performance Sourcing supply management tools Supplier relationship management Improving procurement-related processes Leading the supply management team Today's procurement management professional must respond effectively to current market conditions and envision the future needs of their organization. Packed with real-world examples, practical checklists, sample requisition and order forms, as well as commonly used financial ratios, The Procurement and Supply Manager's Desk Reference, Second Edition presents you with a world-class framework for keeping your company financially competitive in an unpredictable economy.From the Back CoverPraise for The Procurement and Supply Manager's Desk Reference "I highly recommend this new edition of The Procurement and Supply Manager's Desk Reference. It provides a comprehensive and in-depth guide to ensuring the right approach is provided to the reader when addressing today's and tomorrow's supply issues. Even more importantly, the methods cited are practical solutions based on years of experience." mdash;Michael Gozzo, President, TBC Group Inc. "This book is an invaluable resource for practitioners and for those with a need to understand the procurement process. John and Fred provide insightful material through the eyes of seasoned practitioners, covering virtually every phase of the procurement process." mdash;Bindiya Vakil, CEO, Resilinc Corporation "The Procurement and Supply Manager's Desk Reference is a wonderful read. It's like someone is talking to youmdash;just like having your own private tutor. This extremely comprehensive desk reference should be a required read for every procurement professional just starting out and a daily guide for the seasoned professional. Fabulous!" mdash;Melanie Cournoyer, C.P.M., President, Institute for Supply Management, Silicon Valley Comprehensive and hands-on, The Procurement and Supply Manager's Desk Reference, Second Edition provides you with the ultimate reference for procurement, with a unique perspective on key regulations such as Sarbanes-Oxley and how to best ensure compliance. Brimming with valuable aids such as checklists and customizable forms, it is a timely resource that can help you identify those strategies that will work best for your business for years to come. Authors and renowned supply chain leaders Fred Sollish and John Semanik offer real-world examples and an easy-to-use road map with detailed coverage and tips on: The latest trends in global procurement/sourcing, including technology tools and trends in supply chain management Avoiding specification traps Supplier diversity best practices Sourcing supply management tools How to select suppliers and measure performance The best way to leverage computer systems Providing value to your organization Boost quantifiable and lasting profits for your company with the wealth of tools found in The Procurement and Supply Manager's Desk Reference, Second Edition.About the AuthorFRED SOLLISH, MS, C.P.M. (San Francisco, CA), is the Managing Director of eParagon, LLC, a consulting firm specializing in providing training and working tools for the supply chain management profession. He is a working professional in supply chain management and procurement with over 30 years' experience as a manager. Fred is former president and CEO of the Institute for Supply Management (ISM) Silicon Valley affiliate. He is also an instructor for sourcing and procurementndash;related courses. JOHN SEMANIK, MBA, C.P.M. (San Jose, CA), is cofounder and Director of eParagon, LLC. He has served in senior corporate supply chain positions at leading-edge companies such as Hewlett-Packard and Sun Microsystems. He is the former Managing Director and instructor for San Jose State University's

Professional Development curriculum in Supply Chain Management and Purchasing, and former CEO of the Institute for Supply Management (ISM) Silicon Valley affiliate.