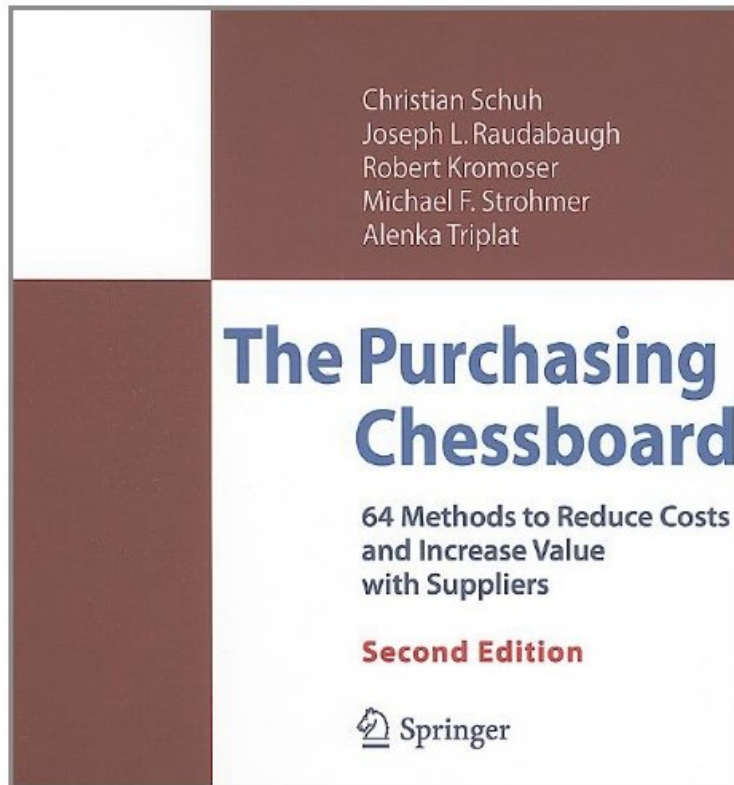


The Purchasing Chessboard: 64 Methods to Reduce Costs and Increase Value with Suppliers

Christian Schuh, Joseph L. Raudabaugh, Robert Kromoser, Michael F. Strohmer, Alenka Triplat
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Christian Schuh, Joseph L. Raudabaugh, Robert Kromoser, Michael F. Strohmer, Alenka Triplat : The Purchasing Chessboard: 64 Methods to Reduce Costs and Increase Value with Suppliers before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Purchasing Chessboard: 64 Methods to Reduce Costs and Increase Value with Suppliers:

3 of 3 people found the following review helpful. A Good Read - Handy ReferenceBy bugoutAlthough it doesn't go into depth on any of the techniques, this is a handy reference for examining different purchasing techniques. Some of the techniques are repetitive. It looks like the authors were trying to come up with exactly 64 methods to fill out the box, when in reality, the title of the method is the only thing that really changed. Some of the methods are so light as to be almost non-existent. Still, it gives a good contrast to traditional purchasing methods. Could use a little bit more emphasis on using techniques together and more detail on when the techniques can be applied to achieve specific goals beyond simply reducing costs.1 of 2 people found the following review helpful. Comprehensive overviewBy CPO at Consumer GoodsVery recommendable. You can save a lot of Money in buying books on different procurement tools, by simply using these comprehensive, concise overview. Additionally, it includes many practical, real-life cases and a strategic Framework.0 of 1 people found the following review helpful. Five StarsBy M. StewartMust have.

The approach used on a given spend item should largely depend on the balance between supply power and demand power. That is the logic behind the bestselling Purchasing Chessboard[®], used by hundreds of corporations worldwide to reduce costs and increase value with suppliers. The 64 squares in the Purchasing Chessboard provide a rich reservoir of methods that can be applied either individually or combined. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions. A well-proven concept that works across all industries and all categories in any given situation, it is little wonder that business leaders and procurement professionals alike are excited by, and enjoy strategizing around, the Purchasing Chessboard. This second edition of The Purchasing Chessboard addresses the new realities of a highly volatile economic environment and describes the many sometimes surprising ways in which the Purchasing Chessboard is being used in today's business world. Yet despite all of the great achievements of procurement executives and their teams, they do not always receive the recognition they deserve. In response, the authors have developed and outlined within the book an unequivocal approach to measure procurement's impact on a company's performance—Return on Supply Management Assets (ROSMAs[®]).

From the Back Cover The approach used on a given spend item should largely depend on the balance between supply power and demand power. That is the logic behind the bestselling Purchasing Chessboard[®], used by hundreds of corporations worldwide to reduce costs and increase value with suppliers. The 64 squares in the Purchasing Chessboard provide a rich reservoir of methods that can be applied either individually or combined. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions. This second edition of The Purchasing Chessboard addresses the new realities of a highly volatile economic environment and describes the many sometimes surprising ways in which the Purchasing Chessboard is being used in today's business world.

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