



Leading Procurement Strategy: Driving Value Through the Supply Chain

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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