

PROFITABLE PURCHASING STRATEGIES

Profitable Purchasing Strategies tackles the questions that could face you and your organization and provides constructive solutions to accommodate this change. From understanding what a purchasing strategy is, to discovering who should buy and how to buy for the long and short term, the book will inspire you to apply this knowledge to your own business. Wherever you are in the public or private sector, this book enables you to make the right decisions to achieve better leverage for securing deals in a competitive world.

Special features include :

- How to increase the profitability of an enterprise, while integrating added value.
- The importance of quality teamwork and the dependence on communication at key levels to realize tangible results.
- A practical overview with imaginative use of analytical methods and case studies.

