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Strategic Sourcing And  
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## Strategic Sourcing And

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Merely said, the strategic sourcing and category management is universally compatible afterward any devices to read.

Module 1 - An Introduction to the Principles of Category Management

\u0026 Strategic Sourcing Do You Know the Difference Between Strategic Sourcing

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Strategic Sourcing And

Category Management *Six Steps To  
Create Strategic Sourcing Plan* ~~Category  
Management Definition - Procurement  
training - Purchasing skills~~ Master Class  
on Category Management

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Strategic Sourcing PROCUREMENT  
MANAGER Interview Questions And  
Answers (Procurement Officer Job

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Strategic Sourcing And

Interview Tips!) Webinar on Strategic

Sourcing Phase 1: Category Strategy

\u0026amp; Supply Market Analysis Category

Management \u0026amp; Strategic Sourcing |

Category Management Tips | MBM One

Minute Video **7 Step Sourcing Strategy**

**The Journey from Strategic Sourcing to**

**Category Management – Supplier**

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Strategic Sourcing And  
Relationship Optimization 'Strategic  
Sourcing' HOW TO PASS A JOB

INTERVIEW: The top 10 tips

*Procurement - roles \u0026amp; duties (1) All  
your suppliers on one platform* **RFP,  
RFQ, RFI, whaat? Learn quickly, get  
a job in corporate purchasing, and  
succeed in SCM careers** Purchasing and

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Strategic Sourcing And

Procurement B2B Purchasing Negotiation

Five Strategies to Reduce Vendor Prices

~~Strategic Sourcing - CPO's Speak (SD)~~

Lesson 6 - SCM Sourcing 101- Learn

sourcing of materials in procurement,

purchasing management *On-Demand*

*Webinar: 12 steps to strategic sourcing*

*part 1 Category Management in*



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Strategic Sourcing And

*Purchasing 4th edition* **Best practices in category management** What is

**Procurement v Purchasing** Strategic

Sourcing E2E (High Level) ~~3 Reasons to~~

~~use Strategic Sourcing Planning~~ Strategic

Sourcing: Best Practices *Webinar on*

*Strategic Sourcing*

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Strategic Sourcing And Category

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## Strategic Sourcing And Category Management

Strategic sourcing is a price centric methodology, focused on achieving savings and relies heavily on contract creation. Category management is a way of driving value and includes strategic sourcing, but is much broader than that. It uses strategic sourcing techniques and

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## Strategic Sourcing And

Category Management processes to source each category and its sub-categories.

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Category management vs Strategic sourcing - The differences

Strategic Sourcing & Category

Management STRATEGIC SOURCING.

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Strategic Sourcing is smart purchasing. It's purchasing with organizational goals and mission in mind. Strategic sourcing looks at immediate needs but also at the long term view. Strategic sourcing is a way to maximize value while minimizing cost.

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Strategic Sourcing and Category Management — Calyptus Main  
Transitioning to Category Management. •  
Industry & Federal Gov't are transitioning  
from Strategic Sourcing alone to a more  
holistic Category Mgt approach. –AFICA  
leading AF transition from the...

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## Strategic Sourcing & Category Management: The Basics

Some of the main differences between category management and strategic sourcing include the following: Category management conducts continual analysis to stay ahead of trends, risk, demands or

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Category Management  
supply changes. Category management also incorporates a demand management program to better understand the demand structure for goods and services used by the company and prioritize them appropriately. This ensures that the company is not wasting money.

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The Guide to Understanding Category  
Management

Strategic Sourcing and Category  
Management examines how IKEA - and  
other cost leading companies - use  
category management to create advantages  
with direct and indirect sourcing. With 25



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## Strategic Sourcing And

years' experience from IKEA, where he had the responsibility to develop and execute the company's purchasing strategy, author Magnus Carlsson shares his ...

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### Category Management: Lessons ...

Strategic Sourcing and Category Management - Commerce Edge - Procurement Training - Purchasing training, strategic sourcing training, competency development, management development programmes, coaching, Strategic Sourcing and Category

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## Strategic Sourcing And

Management Use world-class Strategic Sourcing methods to focus on where the real value lies in your Supply Chain.

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Strategic Sourcing and Category  
Management - Commerce Edge ...  
DHS Category Management and Strategic

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Sourcing. Learn about DHS's efforts to increase acquisition efficiency, enhance mission performance, and increase spend under management. We develop Department-wide contract vehicles and implement Category Management by working closely with industry to understand the direction of the

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## Strategic Sourcing And

Category Management marketplace and how we can incorporate innovative approaches, solutions or products to meet our customer's requirements.

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DHS Category Management and Strategic Sourcing | Homeland ...

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How is category management different from traditional strategic sourcing? The checklist below summarises ten features of category management that differentiate it from traditional sourcing:

Internal Relationship Quality: Procurement team has a very close and collaborative working relationship with business stakeholders

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Category Management | Strategic  
Sourcing | Procurement

Strategic sourcing is an approach to supply chain management that formalizes the way information is gathered and used so an

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organization can use its consolidated purchasing power to find the best possible values in the marketplace and align its purchasing strategy to business goals. Strategic sourcing is growing in popularity, as digital transformation is causing procurement and supply chain processes to evolve.



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## Strategic Sourcing And Category Management

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What is Strategic Sourcing and Why is it Important?

Design Your Future at PVH. VP, NA  
Strategic Sourcing and Planning.

**POSITION SUMMARY:** As a strategic lever in the supply chain, this person will

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support SVP NA Supply and partner with key stakeholders to help build capabilities, support building strategy 18 months to 3 years out, and identify value/ synergies within each product group for PVH North America portfolio (approximately \$2B FOB).

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### Category Management

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VP, NA Strategic Sourcing and Planning  
in New York, New ...

Category Management is a strategy wherein the array of products and services purchased by an organization is strategically managed in groups of similar or related products and services. Strategic

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Sourcing is the collaborative and structured process of critically analyzing an organization's spending and using this information to make business decisions about acquiring commodities and services more effectively and efficiently.

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## Strategic Sourcing And

### Category Management and Strategic Sourcing | OLAO

Category management is a way of driving and delivering value, growth and innovation and yet most companies struggle with the transition from strategic sourcing to effective category management. Improving the category

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Category Management not only makes for a smooth handoff, it helps feed continued improvements in strategic sourcing.

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How to improve Strategic Sourcing with category Management ...

Learn how to get a grip on your strategic

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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.

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### Amazon.com: Strategic Sourcing and Category Management ...

Category management is a continuous process and it forms the basis for successful strategic sourcing initiatives. This can only happen when the process is well managed and is given the right level of attention. A good starting point would



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be taking the initiative to provide a good training and development program to improve skills.

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How to get started for an effective  
Category Management ...

The main objective of strategic sourcing is

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Category Management to save money but other reasons include improving the acquisition process, supplier performance and minimizing risk.

Step 1 - Profile the Category Understand everything about the spend category as the first step in the strategic sourcing process. This means defining the category and commodities in it.

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## Strategic Sourcing And Category Management

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### The Strategic Sourcing Process

"Category management provides a deeper understanding of the market, products, suppliers and the supply chain to develop strategic category plans. This deeper level of insight and mapping of the supply chain

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takes into account environmental, social and political factors to manage risk more effectively for the organisation."

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Category Management Guide | CIPS  
In this new edition of Strategic Sourcing  
and Category Management, Magnus

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Carlsson has added new themes including examples and references from companies such as Maersk, Carlsberg, P&G and Aldi, illustrating the application of cost leadership that spans far beyond IKEA. Even there, the cost leadership lessons are not limited to home furnishings as the company is sourcing categories such as

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food, components, materials, transports  
and indirect materials, with a total  
purchasing spend of ...

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Amazon.com: Strategic Sourcing and  
Category Management ...

Our discussion ranged from – “ Strategic

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Sourcing and Category Management are different terms for the same process” to “There is a dramatic difference between the two and the issues and challenges grow exponentially with those differences”. After our day-long discussion, there was consensus that the differences are dramatic.

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## Strategic Sourcing And Category Management

How is it possible to sell a kitchen at 30 per cent below market price? Why are hot dogs cheaper in IKEA than in the supermarket? How can IKEA sell the Lack table at half the price it was when it was



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launched 35 years ago and how can it be achieved with a substantial profit?

Strategic Sourcing and Category

Management examines how IKEA - and other cost leading companies - use category management to create advantages with direct and indirect sourcing. With 25 years' experience from IKEA, where he

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Category Management

had the responsibility to develop and execute the company's purchasing strategy, author Magnus Carlsson shares his insights on important topics: when category management is profitable and why; how teams repeatedly create value and results; what the main approaches are in different categories; how a company

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Category Management; the difference between success and failure. In this new edition of Strategic Sourcing and Category Management, Magnus Carlsson has added new themes including examples and references from companies such as Maersk, Carlsberg, P&G and Aldi, illustrating the application of cost

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leadership that spans far beyond IKEA. Even in IKEA, the cost leadership lessons are not limited to home furnishings as the company is sourcing categories such as food, components, materials, transports and indirect materials, with a total purchasing spend of approx. €7 billion. However, maybe even more importantly,

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the book illustrates how teams create value by thinking differently and asking the right questions, allowing an understanding that goes beyond mere tools and processes.

Managing corporate spend is far more complex than conducting RFPs. Learn how the most efficient and effective

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Category Management procurement departments operate, control costs, enforce compliance, and manage indirect spend. Managing Indirect Spend provides executives and procurement professionals with the knowledge and tools necessary to successfully reduce costs with a strong focus on the often-overlooked area of indirect spend. It also

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## Strategic Sourcing And

Category Management offers great value to those procurement and purchasing professionals aspiring to be leaders in the profession, regardless of the spend they manage. It includes an overview of the challenges faced when sourcing indirect spend categories, a detailed dive into the strategic sourcing process, tools that can help drive savings,

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Category Management technologies that drive efficiencies and compliance, and examples of success based on real-world experience. It is a how-to guide that clearly covers sourcing engagements of any complexity and provides the details needed to source effectively. The book is structured into sections covering the sourcing and



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Category Management procurement process, the tools and technologies, examples from the field, walkthroughs of specific sourcing engagements, guidance on building an effective sourcing team, and the information needed to become a best-in-class sourcing organization. Since the initial publication of this book, the

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Category Management procurement profession and the discipline of Strategic Sourcing have matured.

Markets have changed, processes developed, trends have come and gone, and technology has experienced leaps and bounds, posing new and interesting challenges for procurement professionals. In addition to covering tried-and-true

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Category Management practices for strategic sourcing, this Second Edition discusses how strategic sourcing has evolved and provides an update on the techniques, tools, and resources available to purchasing groups. This book: Includes updated coverage of everything you need to know to source more effectively Covers the latest trends in

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procurement and sourcing, including technology, process improvements and organizational design Presents guidance for reducing costs through strategic sourcing, no matter what the economic climate or level of maturity of the existing procurement organization Shows how effectively managing indirect costs can

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provide a huge impact on bottom line growth Introduces Market Intelligence (MI), including techniques, tools, and resources available to procurement and supply chain management groups With tools, real-world examples, and practical strategies, Managing Indirect Spend provides insider guidance for big bottom-

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line growth through effective management of indirect costs.

Category Management in Purchasing is a comprehensive guide to strategic category management, providing a step-by-step guide to its implementation and use. This book provides the necessary tools,

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Category Management techniques and applications that will enable the reader to implement this cost saving purchasing method. The 3rd Edition of Category Management in Purchasing has been rigorously updated to reflect latest thinking in the field. Jonathan O'Brien shows how a strategic approach needs to work effectively together with

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other approaches, such as Supplier Relationship Management. He has added important sections on governance, included more supplier and supply chain tools, and introduced a pragmatic route for smaller businesses or those who need step-by-step advice. The book provides case studies of real companies, including:



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IKEA, The Body Shop, NHS, Heinz,  
Cardiff Council, and GlaxoSmithKline.

Spend analysis is a key component of strategic supply management. This book provides in-depth guidance on what spend analysis really is, what it specifically involves, and how to use it to help your

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organization achieve its full potential.

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

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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

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Category Management 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

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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

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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 (ROSMA®).

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A significant portion of every dollar a company earns in revenue flows out the door as the cost of acquiring the wide array of products, services and assets needed for its operations. The only costs that are truly internal are payroll (which goes to employees) and dividends (profits

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(distributed to owners). Everything else is an outflow to an external supply base. Supply management professionals are tasked with a vital responsibility: effectively managing those outflows (spends) in ways that deliver a competitive advantage. They must concurrently acquire products and services from the



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best suppliers, at the right price, quality, and time; leverage the capabilities of suppliers effectively to drive process improvements and innovation; and manage the multitude of risks posed to the business from disruptions born in the extended supply chain. This requires comprehensive spend management

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Category Management strategies based on sound market and business intelligence. In this book, Sanjit Menezes maps out the key steps to developing those strategies in four critical areas: sourcing, pricing, supplier relationships and supply risk. Based on his experiences with Fortune 500 companies and other global organizations across a

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variety of industries, he provides a valuable framework that includes plenty of tools, techniques, examples, and lessons supply managers can readily apply to develop and implement robust knowledge-based strategies. The book is divided into four distinct but interlinked sections. \*

Section 1 covers the sourcing process and

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what it takes to develop a winning supply base. \* Section 2 provides tools and techniques to ensure prices paid to suppliers are fair and reasonable. \* Section 3 lays out a framework to develop value-driven relationships with suppliers. \* Section 4 outlines a methodology to effectively manage supply risk. The

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Category Management concepts, processes, and steps are laid out in a clear, easy-to-follow fashion and are interlaced with relevant examples and stories from Menezes' work that are compelling yet uncomplicatedly understandable.

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## Strategic Sourcing And Category Management

Category Management in Purchasing is a comprehensive guide to strategic category management which provides a step-by-step guide to its implementation and use, and enables readers to deliver value and cost savings when sourcing and purchasing. Now in its fourth edition, this

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Category Management text has cemented its place as the essential reference for category management practitioners. In this new edition, Jonathan O'Brien shows how a strategic approach needs to integrate with other approaches, such as supplier relationship management and how the procurement function negotiates. Additionally, this new edition

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Category Management includes some new insights, based upon the experience of senior practitioners in industry, on how to make category management a success in the organization. It also includes some general updates and contextualizes the future procurement function and an ever increasing digitally enabled, de-globalized, post Brexit world.



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There is also additional material on the effect of international developments on procurement, updated tools and templates, and examples of how these have been successfully used in industry. *Category Management in Purchasing*, 4th edition connects theory and practice and provides readers with the tools to analyze complex

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sourcing situations quickly and clearly, and so develop innovative and creative proposals for sourcing.

This book provides a comprehensive overview of each of the sourcing business model. Readers will master the art and science of strategic sourcing by being able

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to chart a unique path that fits their capacity to apply more the full continuum of strategic sourcing concepts and tools.

Category management is one of the biggest contributors of commercial value in the area of procurement and supply chain. With a proven track record of

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successful delivery since the early 1990s, it helps organisations gather and analyse key data about their procurement spend before subsequently creating and delivering value-adding strategies that change the value proposition from supply chains. The aim of category management is to find long-term breakthrough

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Category Management strategies that help lift an organisation's commercial performance to a new level. Because of its strategic long-term orientation and complex execution, category management has long been the preserve of commercial consulting companies – in effect a 'black box' toolkit shrouded in expensive

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Methodologies. This practical handbook lifts the lid on category management by providing readers with a step-by-step process and established toolkit that allows them a 'do-it-yourself' approach. Each activity is presented as a simple tool or technique for practitioners to apply to their own organisations. To support each

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activity, easy-to-use templates and checklists have been provided, together with simple but practical hints and tips for implementation. This handbook is a 'must read' for all procurement and supplychain managers looking to find significant improvements in their organisations. Its practical approach cuts through long-

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winded consultant-speak and provides an easy-to-use practical toolkit for everyday application.

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