

Global Purchasing

Thomas K. Hickman, William M. Hickman

Global Sourcing and Purchasing Post 9/11 Michael Assaf, Cynthia Bonincontro, Stephen Johnsen, 2005-10-15
New post-9/11 government policies have affected the way every global importer must manage their supply chain processes. This book will help companies overcome the obstacles encountered when products cross international borders on their way to U.S. companies. It will aid procurement and supply chain managers in establishing successful

Global Purchasing and Supply Management Victor H. Pooler, David J. Pooler, Samuel D. Farney, 2007-05-08
Achieving the promise of e-business Two divergent approaches exist in purchasing and supply management organizations today, which give at least the perception of conflicting direction: 1. Some organizations, counseled by consultants and e-procurement software suppliers, but without a clear understanding of current actual procurement processes, have implemented expensive systems with the expectations of tremendous savings and spectacular supply chain improvements. The results often haven't lived up to the claims. 2. Many buyers and purchasing managers, failing to grasp the potential benefits from e-procurement, have resisted change, and not given their full support to system improvements. Those who have delayed have missed the opportunities of vastly improved processes and supplier contributions. Both have valid viewpoints, but neither has delivered on the true promise of supply chain improvements, so the lessons of this book should benefit both. Active supporters of e-procurement can benefit from understanding the "nuts and bolts" approach to the fundamental supply management processes in a global context. Moreover, buyers and their managers with a better vision of the future will be better prepared to adapt

to and support the needed changes.

Global Purchasing: Reaching for the World Victor Pooler, 2013-11-11 In his book, *Global Purchasing: Reaching for the World*, Victor Pooler has stripped the supposed maze of complexity and misunderstanding from international commerce. This book provides extensive background materials for both the purchasing/materials practitioner and the academic who wishes to use it as a text. The author's extensive international experience lends credibility. Of special interest are the global supplier sourcing strategies. The basics of good offshore buying are universal and of great importance to America. There is a need to analyze and investigate global supplier capabilities. On-the-job buyers need global techniques they can apply. Import prices are destined to rise, and it will take better buying strategies to deal with the multi-billions of dollars of purchases made outside the United States. This book brings together in great detail the full spectrum of benefits available to the global buyer. He or she has an opportunity to view the global economy and understand its financial implications. It contains a working knowledge of import regulations, customs tariffs, currency translation issues, hedging, cultural awareness applied to negotiations, and logistics-all covered in detail. During the 1990s, the world of the global buyer will become a reality. Long neglected is the American buyer's study of other cultures and the techniques of dealing with suppliers outside our national boundaries. This book goes a long way in filling that knowledge void.

Global Purchasing Victor H. Pooler, 1992-01-01 With the global market on the rise and predicted to expand throughout the nineties, purchasers are focusing more and more of their attention from domestic concerns to the international market.

An Overview of Global Strategic Sourcing Fred

Sollish,2011-05-09 This selection discusses global sourcing and explores strategies for locating, qualifying, and employing suppliers that add maximum value to your business. Discover profit-boosting opportunities specific to your market environment by following Sollish's clear steps for analyzing and implementing a strategic sourcing plan. Other topics covered include investigating sourcing opportunities, co-sourcing and strategic alliances, and reducing supply risk.

Global Sourcing Gerhard Trautmann,2009-02-14

Gerhard Trautmann explains the relationship between global sourcing strategy and organization design.

Global Purchasing Thomas K. Hickman,William M.

Hickman,1992 A guide to the exciting, but sometimes risky, business of taking advantage of low-cost labor forces overseas in order to keep production costs down, with special emphasis on leveraging the impact of democratization in eastern Europe. Annotation copyrighted by Book News, Inc., Portland, OR

Strategic Global Sourcing Best Practices Fred

Sollish,John Semanik,2011-01-06 The latest best practice guidance on all aspects of global strategic sourcing-including environmental and international issues Strategic Global Sourcing Best Practices covers the latest trends and leading edge processes in global strategic sourcing, including supply management, t, sustainability, financial decisions, risk management, and international strategies. Offers the latest trends and guidance for sourcing and supply managers Features coverage of understanding sourcing, procurement and supply management, procurement and best business practices, best practices in sourcing management and global sourcing management, financial strategies for sourcing, responsible

procurement, diversity procurement, managing risk, supplier selection, project management for procurement and supply managers, managing supplier relationships, international sourcing, managing supplier relationships supply management operations, With the rise of global supply chains, environmental/sustainability concerns, and constantly evolving technology, the time is right for understanding Strategic Global Sourcing Best Practices.

Global Sourcing - The Strategic Reorientation of Purchasing Wolfgang Schneid, 2010-05-08 Seminar paper from the year 2004 in the subject Business economics - Supply, Production, Logistics, grade: 1,3, Heidenheim University of Cooperative Education, course: International Management, language: English, abstract: Es ist nicht genug zu wissen, man muß es auch anwenden; Es ist nicht genug zu wollen, man muß es auch tun. Goethe Globalisation of markets progresses rapidly and leads to more competition. In times of Supply Chain Management, Cost Saving Measures and Outsourcing companies have to reorient their business planning. New concepts are necessary to reach a cost efficient production. In this context, globalisation must not only be considered as global selling of own products. With the same effort global logistics and procurement have to be taken into account to gain global success. Global Sourcing is already known as conscious orientation of a purchasing strategy. However, its implementation hasn't gone far yet. Increasing economical interweaving and better technological possibilities make Global Sourcing, even for middle-class companies more relevant than never before. Global Sourcing is more than just buying goods and services in foreign countries. In bounds of company philosophy, efficient strategies have to be developed to ensure international competitiveness. Extending of purchasing options, access to world-wide

know-how or even increasing sales of own products are just some features of this concept. Before integrating the Global Sourcing Concept in other company strategies a closer look is necessary. The focus of this term paper remains in showing Global Sourcing as a part of the reorientation of purchasing, determining its features and risks as well as indicating the strategy of Global Sourcing. For not going beyond the scope of this work, I will refrain from exact determination of every single sourcing strategy (Sourcing Toolbox). Even it's not its task to set exact guidelines, concerning the integration into company's strategies. Addition

Global Sourcing Gerd Kerkhoff, 2006-07-21 The political and economic opening up of India, China, Turkey and the eastern European states have led to a change in competition on the world's markets. These countries are already considered attractive procurement markets, especially by European companies. However, global sourcing can mean hidden costs for those who are unaware of the international markets and their modes of operation. In this book, Gerd Kerkhoff proves that companies can still be successful in their global sourcing - despite the risks involved. He shows which goods and services are suited to global sourcing and introduces the key procurement markets and their strengths. Concrete examples illustrate how international buying can be successfully planned.

Managing Global Supply and Risk Robert J. Trent, Llewellyn R. Roberts, 2009-09-15 This work focuses on three distinct but related topics - international purchasing, global supply management, and global risk management - to provide readers with comprehensive coverage of every aspect of global supply management.

Global Sourcing and Supply Management Excellence in China Marc Helmold, Brian Terry, 2016-08-26 This book

provides readers a holistic and pragmatic approach towards supply management in China. It elaborates on how supply management should integrate the optimum level, and a combination of quality, cost and delivery. In addition to serving as a guide on how to address cultural barriers, apply supply tools and concepts, it also illustrates the best practices in supply management in China. It draws from a large number of best practices of companies from automotive to railway, to convince other functional departments and higher management that supply management plays the most fundamental role in any organization due to the high number of value adding activities which are coming from suppliers. These practices have been derived by a multi-methodical approach including interviews with supply management leaders from industry and experts in academia, making it as unique and a suitable a guide for practitioners and academics.

International Sourcing Daniel Senft,2013-09-25

Globalization leads to increased fierce competition and companies which do not pursue successful global sourcing within the next five years are probably not able to survive. However, global sourcing projects are highly complex and two-thirds of all sourcing projects in Europe are considered to have failed. A tool of ten steps is elaborated to show how to evaluate the success of sourcing by considering the potentials and risks in an international context. Successful managing of international sourcing, however, does not only imply the primary goal to acquire parts cheaply abroad, but it can be seen as a kind of strategic weapon to create a strong market position and to keep the company successful on the long term.

The Strategic Procurement Practice Guide Ulrich Weigel,Marco Ruecker,2017-06-22 This practice guide on procurement strategy brings together methods and tools

used by global purchasers across different industries. The authors lay major focus on the themes of global sourcing, risk management, and the dynamic topic of negotiation strategy. The authors present their perspectives on all important questions of strategic procurement such as: how to manage a heterogeneous supplier structure across different branches and how to deal with partners from diverse cultures? How to solve procurement crisis and proactively avoid them? How does off-shore team management work and how to increase the value-add for both internal and external purchasing? These themes are discussed along with numerous practice-based cases. The authors lay an ideal ground for global purchasers to help with their strategic and operational needs, including technological topics such as e-procurement.

Global Purchasing Processes in the Business Sector Automotive Aftermarket Anna-Lena Jäger, 2013-12-30 Due to the purchase of many companies in recent years and a still growing Automotive Aftermarket business sector, it was moreover indicated that a reorganization of the Process Map is unavoidable. Anna-Lena Jäger develops a reference model for all purchasing processes in the Automotive Aftermarket business sector. The analysis of the existing processes is carried out on the basis of manuals, central directives and other relevant process documents. By contrast, the new processes are compiled and developed with the support of process experts and affect employees using individual interviews and group discussions.

Global Sourcing Lee Krotseng, 1997
Development of a Global Sourcing Strategy Through Purchasing Portfolio Management Justus Wiedemann, 2014-02-10 Studienarbeit aus dem Jahr 2013 im Fachbereich BWL - Unternehmensführung, Management,

Organisation, , Sprache: Deutsch, Abstract: Ever since the introduction E-Business solutions in the late 1990's markets have been evolving to more transparency and immediacy. Having the capability of comparing prices and lead times the global key costumer base also has become more demanding in terms of price, quality and availability. These changes have been increasing market pressure especially within the trading industry which often adds no or little value to the original product. The tool, machine, working equipment and service provider, the XYGroup, with its headquarters in Germany offers almost seventy thousand articles; from simple steel grinding tools to high-complexity industry working equipment solutions. The products are mostly delivered from the German headquarters to the subsidiaries. The company has been operating since 1910. In 2012 Z's sales amounted roughly to 100 million €. One of the 15 subsidiaries within XY is XY CHINA is situated in the directly governed municipality CHINA. The subsidiary was founded in 2002. In 2012 it accounted for 4% of total XY sales. The location (City in China) was chosen because it provides a mature infrastructure including a harbor and a convenient highway connection to Beijing. In 2012 CHINA has reported Gross Domestic Product per capita of 91,180.6 RMB which was the highest GDP per capita of all Chinese cities. Furthermore CHINA's real GDP had the highest growth rate of all Chinese cities, 13,8% in 2012. Key accounts are leading automotive as well as aircraft manufacturers. Due to the financial crash in 2008 and its aftermath sales declines in consumer as well as professional markets. Competition within the tool and machine industry has ever since become fierce and the subsidiary struggles with different internal as well as external factors. One of the indicators for the accentuation of competition within the Chinese market is the subsidiary's

increasingly growing “Outsource Procurement Quota”. This quota states the amount of goods not being ordered from the headquarters in Germany but locally in China or in other countries from external suppliers. What might be the reason the purchasing managers currently source an increasing number of goods locally or in other countries instead of sourcing from their mother company that states to provide reliable conditions and quality?

Global Sourcing Logistics Thomas A. Cook, 2007 Every company, large and small, needs to consider global sourcing. This comprehensive book helps businesses reap the benefits while minimizing risk and exposure. It offers a blueprint for creating Standard Operating Procedures for all inbound global supply chain links. It provides point-by-point, pro-and-con comparisons with other sourcing alternatives. It features full discussions of compliance management, new customs and homeland security issues, insurance, liability, and loss control strategies, and much more

Global Sourcing - Procurement in China Hauke Jensen, 2009-06 Bachelor Thesis from the year 2005 in the subject Business economics - Supply, Production, Logistics, grade: 1,7, Kiel University of Applied Sciences, 89 entries in the bibliography, language: English, abstract: The matter of China Sourcing is at present being given little or medium-level priority by many companies. This however is not consistent with the potential which this matter offers with reference to procurement costs and consequently one's own competitive position. In the near future China will advance to become the procurement market par excellence. Today, it already has a large supply base, which in the next few years will lead to China developing into one of the most aggressive competitors in the world. This will lead to an increase in procurement from China. However, it is misplaced to rush into the adventure of procurement in

China. Thorough preparation is necessary to be successful in the Chinese market. Procurement in China does not only offer opportunities but it is afflicted by risks and problems. The focus of this book is directed towards 5 important problem areas: a lack of market transparency, difficulty in establishing contacts, underdeveloped logistics infrastructure, a lack of product quality, unusual negotiating strategies. The reader is made sensitive to these problem areas. At the same time, it provides practical advice to overcome these problems and gives purchasers useful information and hints in practical business situations. This guide is aimed at purchasing managers in production companies who have not yet had experience of dealing with or in China and who would like to start.

Global Sourcing & Purchasing Post 9/11 Michael Assaf, 2014-05-14 This comprehensive reference provides sound and innovative purchasing, logistics, and supply chain management techniques for acquiring customers, increasing competitive advantage, reducing costs, and improving end-to-end supply chain performance while ensuring required compliance.

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