



# Strategic Supply Management: Creating the Next Source of Competitive Advantage

*By Robert J. Trent*

Download now

Read Online ➔

## **Strategic Supply Management: Creating the Next Source of Competitive Advantage** By Robert J. Trent

"Finally someone has put it all together... the reasons, the principles and the road map for establishing supply management as a sustainable source of competitive advantage. This book is a complete how to guide on developing a successful supply management organization and process. If you re interested in a clear framework for moving beyond purchasing to effective supply management, this book is for you."

--Elliot Grover, Vice President-Procurement, Mars Snackfood US

**Strategic Supply Management** articulates how to create a supply management organization that you can count on to deliver reliable sources of supply and presents a framework for achieving sustainable competitive advantage.

The popular press is loaded with stories about supply problems affecting many industries. Extensive outsourcing of major portions of a firm s value chain, relentless pressure from customers to improve product and service functionality and to reduce costs across almost every industry, and steep global competition have combined to create a search for new sources of competitive advantage. This search has led to supply management, the management of suppliers, and improved supply base relationships to become hot topics in the boardrooms of many organizations.

This book presents a road map and understanding of what it really means to practice strategic supply management. No longer a transactional activity, supply management is about creating and sustaining new sources of competitive advantage. Dr. Trent presents a holistic approach that focuses on breadth rather than depth so that readers can see how the different elements that comprise strategic supply management come together to create a hard-to-duplicate source of competitive advantage. **Strategic Supply Management** presents, in a concise manner, the need for supply leadership, the organizational enablers that must be in place, and the strategies and approaches that leading organizations pursue to achieve advantages in price and cost, quality, cycle time, technology, flexibility, and end customer responsiveness.

This is a must read for any procurement or supply management professional; finance, operations, and engineering functional managers; executives who interact on a regular basis with supply management professionals; and academics and students.

**KEY FEATURES:**

- Reveals the strategies and approaches that leading organizations are using to achieve competitive advantages in price and cost, quality, cycle time, technology, flexibility, and end-customer responsiveness
- Describes how to develop effective supply strategies and provides a clear understanding of the leadership required to achieve a set of demanding supply objectives
- Explains the four critical enablers underlying strategic supply management organizational design, measurement, information technology, and human resources which are prerequisites to the pursuit of more sophisticated supply management activities
- Illustrates how the different elements that comprise strategic supply management can come together to create hard-to-duplicate sources of competitive advantage
- Highlights essential concepts, processes, best practices, and tools, supported by real company examples
- Offers free downloadable tools to assess supply management and human resource policies and practices, organization design, processes, leadership, and performance measures -- available from the Web Added Value Download Resource Center at [www.jrosspub.com](http://www.jrosspub.com)

 [Download Strategic Supply Management: Creating the Next Sou ...pdf](#)

 [Read Online Strategic Supply Management: Creating the Next S ...pdf](#)

# Strategic Supply Management: Creating the Next Source of Competitive Advantage

*By Robert J. Trent*

**Strategic Supply Management: Creating the Next Source of Competitive Advantage** By Robert J. Trent

"Finally someone has put it all together... the reasons, the principles and the road map for establishing supply management as a sustainable source of competitive advantage. This book is a complete how to guide on developing a successful supply management organization and process. If you re interested in a clear framework for moving beyond purchasing to effective supply management, this book is for you."

--Elliot Grover, Vice President-Procurement, Mars Snackfood US

**Strategic Supply Management** articulates how to create a supply management organization that you can count on to deliver reliable sources of supply and presents a framework for achieving sustainable competitive advantage.

The popular press is loaded with stories about supply problems affecting many industries. Extensive outsourcing of major portions of a firm s value chain, relentless pressure from customers to improve product and service functionality and to reduce costs across almost every industry, and steep global competition have combined to create a search for new sources of competitive advantage. This search has led to supply management, the management of suppliers, and improved supply base relationships to become hot topics in the boardrooms of many organizations.

This book presents a road map and understanding of what it really means to practice strategic supply management. No longer a transactional activity, supply management is about creating and sustaining new sources of competitive advantage. Dr. Trent presents a holistic approach that focuses on breadth rather than depth so that readers can see how the different elements that comprise strategic supply management come together to create a hard-to-duplicate source of competitive advantage. **Strategic Supply Management** presents, in a concise manner, the need for supply leadership, the organizational enablers that must be in place, and the strategies and approaches that leading organizations pursue to achieve advantages in price and cost, quality, cycle time, technology, flexibility, and end customer responsiveness.

This is a must read for any procurement or supply management professional; finance, operations, and engineering functional managers; executives who interact on a regular basis with supply management professionals; and academics and students.

## **KEY FEATURES:**

- Reveals the strategies and approaches that leading organizations are using to achieve competitive advantages in price and cost, quality, cycle time, technology, flexibility, and end-customer responsiveness
- Describes how to develop effective supply strategies and provides a clear understanding of the leadership required to achieve a set of demanding supply objectives
- Explains the four critical enablers underlying strategic supply management organizational design, measurement, information technology, and human resources which are prerequisites to the pursuit of more sophisticated supply management activities
- Illustrates how the different elements that comprise strategic supply management can come together to create hard-to-duplicate sources of competitive advantage
- Highlights essential concepts, processes, best practices, and tools, supported by real company examples

--Offers free downloadable tools to assess supply management and human resource policies and practices, organization design, processes, leadership, and performance measures -- available from the Web Added Value Download Resource Center at [www.jrosspub.com](http://www.jrosspub.com)

**Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent Bibliography**

- Sales Rank: #772492 in Books
- Brand: Brand: J. Ross Publishing
- Published on: 2007-07-25
- Original language: English
- Number of items: 1
- Dimensions: .91" h x 6.28" w x 9.10" l, 1.21 pounds
- Binding: Hardcover
- 302 pages



[Download Strategic Supply Management: Creating the Next Sou ...pdf](#)



[Read Online Strategic Supply Management: Creating the Next S ...pdf](#)

## **Download and Read Free Online Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent**

---

### **Editorial Review**

#### **Review**

"Finally someone has put it all together... the reasons, the principles and the road map for establishing supply management as a sustainable source of competitive advantage. This book is a complete how to guide on developing a successful supply management organization and process. If you re interested in a clear framework for moving beyond purchasing to effective supply management, this book is for you." -- --Elliot Grover, Vice President-Procurement, Mars Snackfood US

"...a masterful job of organizing and conveying years of research and experience with leading supply management organizations into a must read for busy executives charged with driving increased value from purchasing and supply management. We will be using this book extensively in our open-enrollment and custom executive education programs." -- --David J. Frayer, Ph.D., Director, Executive Development Programs, The Eli Broad Graduate School of Management, Michigan State University

#### **About the Author**

Robert J. Trent, Ph.D., is the supply chain management program director and the Eugene Mercy associate professor of management at Lehigh University, where he teaches at the undergraduate and graduate levels. Dr. Trent gained his practical experience in operations management, purchasing, distribution planning, production scheduling, and package engineering at the Chrysler Corporation. He holds a B.S. degree in materials logistics management from Michigan State University, an M.B.A. degree from Wayne State University, and a Ph.D. in purchasing/operations management from Michigan State University.

He has been published extensively in numerous magazines and journals such as Supply Chain Management Review, Inside Supply Management, Journal of Supply Chain Management, International Journal of Purchasing and Materials Management, Sloan Management Review, International Journal of Physical Distribution and Logistics Management, Total Quality Management, Academy of Management Executive, Business Horizons, Team Performance Management, NAPM Insights, Supply Chain Forum and Managing Information Strategies and his research is often published by the Center for Advanced Purchasing Studies (CAPS). Dr. Trent is also co-author of a best-selling textbook entitled Purchasing and Supply Chain Management, now in its third edition. He is a sought-after speaker for seminars and professional conferences. Bob is an active member of Institute of Supply Management (ISM), serving for many years as the Professional Development Director of the NAPM, Lehigh Valley Chapter, and, at the national level, as a member of the ISM Educational Resources Committee.

### **Users Review**

#### **From reader reviews:**

##### **Jennifer Bell:**

Here thing why this Strategic Supply Management: Creating the Next Source of Competitive Advantage are different and trusted to be yours. First of all reading a book is good but it depends in the content than it which is the content is as scrumptious as food or not. Strategic Supply Management: Creating the Next Source of Competitive Advantage giving you information deeper since different ways, you can find any guide out there but there is no book that similar with Strategic Supply Management: Creating the Next

Source of Competitive Advantage. It gives you thrill studying journey, its open up your own personal eyes about the thing in which happened in the world which is probably can be happened around you. It is possible to bring everywhere like in park, café, or even in your means home by train. Should you be having difficulties in bringing the branded book maybe the form of Strategic Supply Management: Creating the Next Source of Competitive Advantage in e-book can be your alternate.

**Ben Papenfuss:**

Do you one among people who can't read satisfying if the sentence chained within the straightway, hold on guys this particular aren't like that. This Strategic Supply Management: Creating the Next Source of Competitive Advantage book is readable through you who hate the straight word style. You will find the info here are arrange for enjoyable examining experience without leaving also decrease the knowledge that want to deliver to you. The writer of Strategic Supply Management: Creating the Next Source of Competitive Advantage content conveys prospect easily to understand by lots of people. The printed and e-book are not different in the content material but it just different such as it. So , do you nonetheless thinking Strategic Supply Management: Creating the Next Source of Competitive Advantage is not loveable to be your top checklist reading book?

**Rigoberto Hamilton:**

A lot of e-book has printed but it differs from the others. You can get it by web on social media. You can choose the most effective book for you, science, amusing, novel, or whatever by searching from it. It is called of book Strategic Supply Management: Creating the Next Source of Competitive Advantage. You can add your knowledge by it. Without causing the printed book, it can add your knowledge and make you actually happier to read. It is most critical that, you must aware about publication. It can bring you from one destination to other place.

**Margaret Jackson:**

E-book is one of source of expertise. We can add our expertise from it. Not only for students but in addition native or citizen want book to know the revise information of year for you to year. As we know those guides have many advantages. Beside most of us add our knowledge, also can bring us to around the world. With the book Strategic Supply Management: Creating the Next Source of Competitive Advantage we can get more advantage. Don't you to definitely be creative people? To be creative person must love to read a book. Merely choose the best book that suitable with your aim. Don't become doubt to change your life with that book Strategic Supply Management: Creating the Next Source of Competitive Advantage. You can more attractive than now.

**Download and Read Online Strategic Supply Management:  
Creating the Next Source of Competitive Advantage By Robert J.**

**Trent #YLTMJZGK52Q**

## **Read Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent for online ebook**

Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent books to read online.

### **Online Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent ebook PDF download**

**Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent Doc**

**Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent Mobipocket**

**Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent EPub**

**YLTMJZGK52Q: Strategic Supply Management: Creating the Next Source of Competitive Advantage By Robert J. Trent**