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The Purchasing Chessboard: 64 Methods to Reduce Costs and Increase Value with Suppliers: Schuh, Christian, Raudabaugh, Joseph L., Kromoser, Robert, Strohmer, Michael F., Triplat, Alenka, Pearce, James: 9781493967636: Amazon.com: Books.

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many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions.

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The Purchasing Chessboard TM is based on 64 fields, each representing a stand-alone, differentiating approach to reduce costs and increase value with suppliers. These specific approaches are derived from a total of 16 levers and four basic purchasing strategies.

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The Purchasing Chessboard: 64 Methods to Reduce Cost and Increase Value with Suppliers Christian Schuh , Robert Kromoser , Michael F. Strohmer , Ramón Romero Pérez , Alenka Triplat Springer Science & Business Media , Apr 1, 2009 - Business & Economics - 215 pages

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helps buyers find outside-of-the-box solutions. Royalties from the book go to academic grants for procurement talent.

~~Tutorial—The Purchasing Chessboard—Kearney~~

The Purchasing Chessboard is inspired by the logic of supply power and demand power. Since the first edition in 2008, it has proven to work in any industry, for any category, anywhere in the world. Intuitive and easy to use, it has become the main procurement strategy tool for most of the world's leading companies.

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Joseph L. Raudabaugh, Alenka Triplat, Christian Schuh, Robert Kromoser and Michael F. Strohmmer (2017, Hardcover) Be the first to write a review About this product. Brand new: lowest price.

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Christian Schuh, Joseph L.

Raudabaugh, Robert Kromoser,

Michael F. Strohmer, Alenka Triplat,

Jim Pearce (auth.) The bestselling

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All the 64 standalone methods in the Purchasing Chessboard present a unique differentiating tactic to work

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Abstract. To help procurement meet the challenges of an increasingly volatile world, A.T. Kearney developed the Purchasing Chessboard®. This new edition represents the condensed experience and insights acquired by A.T. Kearney from more than 1,000 procurement projects carried out worldwide during the past six years (involving a spend of more than US\$1 trillion), and thousands of similar ...

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Hardcover – Feb. 17 2017 by Christian Schuh (Author), Joseph L. Raudabaugh (Author), Robert Kromoser (Author), 4.8 out of 5 stars 9

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Chessboard® concept, used by hundreds of corporations worldwide to reduce costs and increase value with suppliers, is the topic of this successful professional book now published in its third edition. The 64 squares on the Purchasing Chessboard provide a wealth of methods that can be applied either individually or in combination. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping procurement professionals to think and act outside the box and find new solutions. A well tested 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. It

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encourages greater rigor and creativity and the building of world class capabilities. The explosive growth in analytics and the rise in the number of specialists in procurement practice have taken the application of the Purchasing Chessboard to new levels. This third edition of the book includes a rich assortment of case examples to reflect the lessons learned across geographies and industries. Some of the chapters have also been updated to accurately reflect these trends.

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 reduce costs and increase value with



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In the novel *The CPO: Transforming Procurement in the Real World*, we meet Thomas Sutter, a German-American living in Dusseldorf and working as a procurement manager for a major global automobile manufacturer, Autowerke. On a chance encounter while flying to Chicago, he meets the CEO of Heartland, a major food company in the U.S. Sutter impresses the CEO with his knowledge and, after a whirlwind courtship, he joins Heartland as its new Chief Procurement Officer, based in Fort Wayne, Indiana. Hired to

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transform procurement at Heartland, Sutter has an enormous challenge: to bring its procurement practices into the 21st century and save the company \$5 billion. Despite the knowledge and experience he gained at Autowerke, Sutter fights over the next 18 months to find his place at Heartland, institute world-class procurement models and methods, win over the procurement teams and senior executives, and meet his goal. At first, his reputation--and his marriage--suffer, along with the company's overall sales and revenue. Can he pull a rabbit out of the hat? The CPO: Transforming Procurement depicts the real-life challenges of transforming procurement, while demonstrating the benefits of innovative procurement and leadership methods. Written by global thought leaders in A.T. Kearney's

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procurement and supply management practice--consultants who have helped numerous companies chop billions of dollars in costs out of their procurement budgets--The CPO will prove invaluable for those in purchasing and procurement. It will also present essential information to those in the C suite looking for ways to boost profits and productivity. The CPO: Portrays best-in-class, real-life, actionable methods to turn procurement into a function that can save billions and improve the bottom line. Provides a fun way to learn essential lessons in procurement and change management. Shows how rejecting victimhood in all its aspects leads to personal and business success. Presents lessons in novel format--like The Goal, Who Moved My Cheese, The Five Dysfunctions of a



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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 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 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

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

There's a new buzz phrase in the air: Supplier Relationship Management (SRM). Corporate executives know it's necessary, but there's only one problem. Nobody yet knows how to do it. Or they think it's all about bashing your vendors over the head until they reduce the price another 4%. Supplier

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Containing the best and most innovative advice from the operations and procurement experts at consultant AT Kearney, this book shows that SRM is at root a strategic discussion requiring cross-functional interaction and internal alignment at the highest levels. It requires an honest appraisal of the value that suppliers now bring to your firm, as well as their potential value. It then requires a frank and constructive business-to-business dialogue about how to improve the relationship. When this happens, a company reaps myriad benefits, ranging from new opportunity to added value to competitive advantage—and, quite likely, to overall (and sometimes substantial) cost reductions. This book

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shows the most concrete methods you can use today to: Identify value-adding opportunities in the supply chain Work closely with suppliers to maximize the benefits Work the "Critical Cluster" of suppliers, where the greatest opportunity for advantage lies Review suppliers to encourage constant gains in quality and cost Turn your SRM strategy into a major competitive advantage Supplier Relationship Management introduces and explains the Supplier Interaction Model, a key tool that will help you get the most from your supplier relationships. It segments the supplier universe into nine categories, from those you want to run away from fast to those so good and so useful to your organization that it can make sense to invest in them directly. Numerous case studies show how to apply the principles to your

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Management burns off the fog that has  
surrounded the procurement process  
for far too long. It is the definitive guide  
for business executives who want to  
get the maximum benefits from  
suppliers and gain very real  
advantages over competitors.

This valuable guide is an entertaining read due to the analogies made to various sports. It provides an easy to follow game plan and strategies for procurement and supply management professionals to improve supplier relationships, secure measurable cost reductions, achieve operational effectiveness and efficiency, and positively impact margins and competitiveness for their organizations. The authors use real-world scenarios and examples to

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make the procurement and supply management principles and concepts more relevant and easy to understand. They present guidelines, techniques, and tools for converting a transaction-based reactive function into a proactive and powerful strategic contributor, and include practical advice on selecting the right and effective organizational design. This book offers the guidance needed to take the procurement professionals career and department to the next level. It is ideal for self-learning, training, a classroom instruction.

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