



# The Procurement Value Proposition: The Rise of Supply Management

*Gerard Chick, Robert Handfield*

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**The Procurement Value Proposition: The Rise of Supply Management** Gerard Chick, Robert Handfield  
The aim of The Procurement Value Proposition is to contemplate the value proposition to the business of contemporary Procurement and Supply Management. Business organisations are going through rapid external and internal organisational changes due to an increased focus on sustainability and corporate responsibility, technological advances, geo-political and macro-economic change and demographic shifts. Value and what it means is the key purchasing and supply chain management challenge the authors seek to address in this book. If purchasing and supply chain managers are to embrace this challenge they have to change the ways they operate. This requires new ways of thinking about supply structures and processes and new skills and competencies. Consideration has been given to geographical contexts and differences highlighted between the US, the UK and China.

With input, observations and case studies from CPOs, Commercial Directors and other Procurement and business leaders, this is an invaluable book which fills a gap beyond MCIPS, the generally accepted entry level of professional procurement. It will appeal to new high fliers in procurement organisations, both practitioners and consultants who wish to develop future practice and students studying MScs on Procurement.

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