



Proactive Purchasing in the Supply Chain: The Key to World-Class Procurement

By David Burt, Sheila Petcavage, Richard Pinkerton

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Transform purchasing operations from reactive to proactive supply management

Written for purchasing managers, *Proactive Purchasing in the Supply Chain* reveals how to use the latest and best procurement practices to help your organization maximize the effectiveness and efficiency of its supply chain. The ability of purchasing to dramatically increase return on investment, reduce costs, improve quality, and shorten time to market is highlighted throughout this practical guide.

Essential topics such as legal issues, green purchasing, negotiation, ethics, price-cost analysis, production-inventory control, purchasing risk management, sourcing, and demand-logistics management are addressed. Real-world case studies in each chapter demonstrate the strategies presented in the book. A detailed planning model for implementing these world-class procurement methods is also contained in this definitive resource.

The authors combine extensive industry, educational, research, and consulting experience to cover topics such as:

- The latest "best-in-class" purchasing methods, tools, procedures, and systems
- Price-cost analyses and how to fight price increases
- How to organize the purchasing department to achieve maximum value added in the supply chain
- Green purchasing
- Purchasing risk management programs and procedures
- How to separate strategic from tactical buying
- Step-by-step checklists for major purchasing functions
- How to overcome obstacles
- Forecasting methods for demand management
- How to transform the purchasing department from a cost center to a value-added operation
- Social responsibility and ethical issues

- Planning steps and basic management skills
- Preparation for relevant certification programs

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Editorial Review

About the Author

David N. Burt, Professor Emeritus of Supply Management at the University of San Diego, has more than 50 years in the fields of procurement, supply management, and value network management. He was recognized by the National Association of Purchasing Management as a NAPM Professor in 1992. Dr. Burt's publications include seven books and numerous articles which have appeared in *The Journal of Purchasing*, *Harvard Business Review*, *MIT'S Sloan Management Review*, and others.

Sheila D. Petcavage, is Assistant Professor and Business Coordinator at Cuyahoga Community College Western Campus. She has more than 15 years of purchasing and operations management experience and is an active member of the Institute for Supply Management (ISM), where she is the editor of their News Publications. Ms. Petcavage holds the Lifetime Certified Purchasing Manager (C.P.M.) Designation.

Richard L. Pinkerton is Professor Emeritus of Marketing and Logistics at California State University, Fresno. A past Dean of the Graduate School of Administration at Capital University in Columbus, OH, he also served as Chair and Business Center Director of the Craig School of Business, California State University at Fresno. He is a Certified Purchasing Manager (C.P.M.) with a lifetime designation. Mr. Pinkerton is co-author with Dr. Burt of *A Purchasing Manager's Guide to Strategic Proactive Procurement*, published by the American Management Association.

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