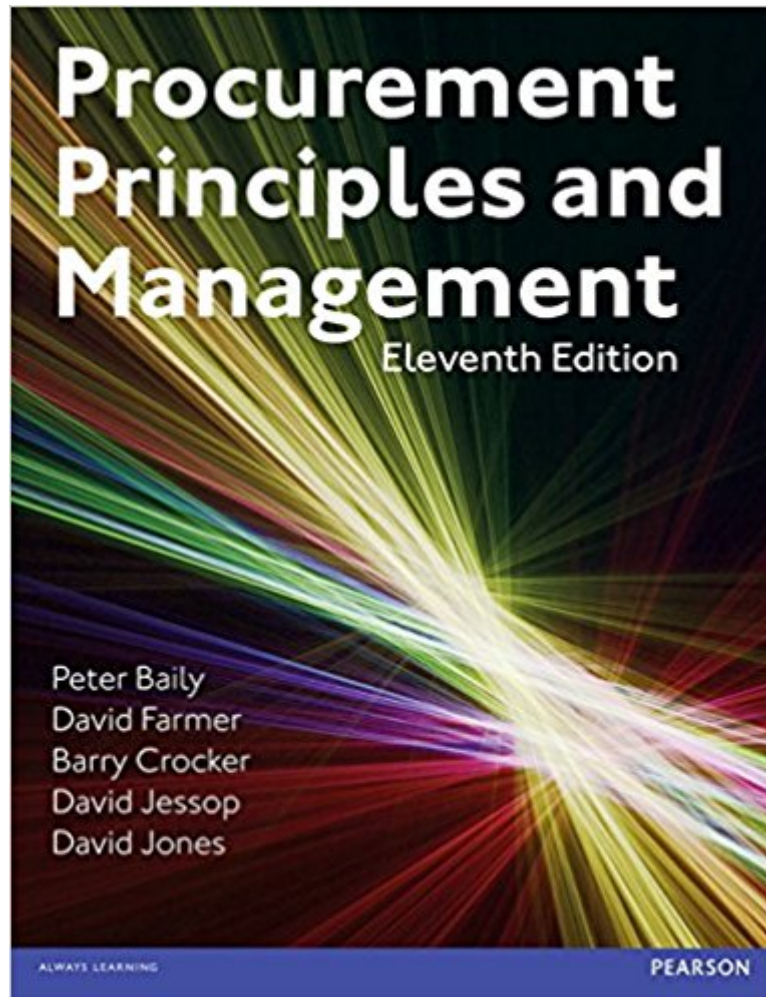


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# Procurement, Principles & Management, 11th Ed.



## Synopsis

Now in its eleventh edition, *Procurement Principles and Management* has been essential reading for practitioners and students of purchasing and procurement for nearly 50 years. This new edition will provide the reader with a reflection of mainstream practice alongside insight into developing ideas and approaches. This book has been updated to cover the continuous change and development in the field of purchasing, and carefully balances emerging philosophies with proven and established thinking and practice in the profession.

**New features in this edition:** A new and thorough consideration of contract law and negotiation Expanded treatment of many key topics, including ABC analysis, Kraljic, Bensau, and TCO A new section on risk New additional examples of services/tangibles procurement Additional material exploring off-shoring/on-shoring Increased focus on culture.

*Procurement Principles and Management* is published in association with the Chartered Institute of Procurement and Supply (CIPS), which is the central reference point for the purchasing and supply profession. Details about courses, conferences and other service are available at [www.cips.org](http://www.cips.org).

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## Customer Reviews

I made a career transition into procurement strategy (from market research and strategy), so I purchased a handful of procurement textbooks to prepare me for the job. When I was reading the

book, it helped put some things into perspective, and then the overall occupation did not seem as complicated. Its a subject matter that there isn't much research or academic thought on relative to other business functions, so there isn't much that can really be said. However, this book does a fairly good job of capturing what is known in the field. Its nothing bold, but it serves its function as a reference book for me.

The book was suggested as further reading in my Risk and Procurement Management, I am taking this as part of a MSc. in Project Management.

Its a very good book and meet my needs for the masters degree on project management. I recommend to buy it

Good service no issues

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