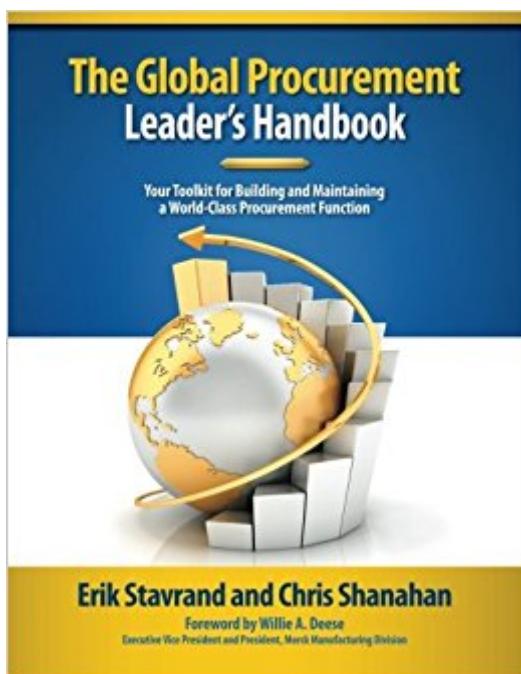


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# Global Procurement Leaders Handbook: Your Toolkit For Building And Maintaining A World-Class Procurement Function



## Synopsis

The Global Procurement Leader's Handbook is a practical application manual for procurement leaders of companies that do business worldwide. The book provides a detailed, step-by-step framework for building a world-class procurement function and achieving consistent and sustainable improvement. Combining feasible strategies, effective tools, and insights based on years of experience, the authors explain what it means to lead procurement with best practices; how to gain organizational commitment and engagement; how to be seen as a strategic leader in the organization and not merely as a support function; and specific ways to develop talent within the procurement function. The book begins with a comprehensive (and highly confidential) assessment of a company's readiness to embrace world-class procurement and whether the role of its procurement leader is positioned for success. In short, it helps you decide whether to accept this position if it is offered to you. Once you are in the functional leadership role, you and your leadership team are ready to develop a comprehensive plan for Procurement. The plan is addressed in three parts. Building Blocks of Functional Leadership: the requisite tools and techniques that every procurement leader must demonstrate Us: Our Relationships Clarifying your values and ensuring effective communications. Building trusted relationships with others in alignment with their unique needs and perceptions Taking the pulse of the key constituents (stakeholders?) and embracing their input You: Your Leadership of the Function Assessing personal and organizational competence. Assessing the quality of the work performed. Designing new structures to support and enable new capabilities in an efficient way. Ensuring the talent priorities are aligned with the future requirements. Establishing your expectations of the procurement team and the organization.

## Book Information

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## Customer Reviews

Erik Stavrand is a founding partner at Catchlight Consulting, LLC, which is dedicated to helping clients achieve commercial excellence through strategic procurement and change management. An expert executive coach, Erik works with procurement and sales executives in global blue-chip companies across a wide range of industries. With experience in hands-on management in the pharmaceutical and life-sciences fields, Erik is a skilled and confident instructor and coach. Currently, he is managing consultant for a global medical firm where he is responsible for all education of internal staff, reorganization of the function, and coaching procurement leaders. Erik is a Certified Professional in Supply Management (CPSM), a Senior Professional in Human Resources (SHRM), a Professional Certified Coach (PCC), and a qualified Myers-Briggs Type Indicator (MBTI) practitioner. Erik's previous certifications included Certified Benefits Professional (CBP) and Certified Quality Engineer (CQE). Chris Shanahan is vice president Global Procurement for Becton, Dickinson and Company (BD), a leading international medical technology company that manufactures medical devices, instrument systems, and reagents. In his current role as a senior procurement and supply-chain executive, Chris possesses a special aptitude for leading complex teams and building trust across international boundaries. He heads up a diverse team of more than three hundred people in over twenty locations around the world, manages over \$6 billion in spend, and sits on BD's leadership team and integrated supply-chain operating committees. Chris joined BD in Ireland in 2000 and moved to the United States in 2005 to lead Global Procurement Worldwide along with Global Real Estate, Construction, Corporate Aviation and Facility Operations. Chris sits on the advisory board for the Supply Chain Program at Farleigh Dickinson University and sits on the executive advisory council for the Hackett Group.

Increasingly it seems that the world of Procurement is starting to benefit from good books that truly get what strategic procurement is about, however whilst many concentrate on the "what" you should do, I found that this book is somewhat unique in that it also helps with "how". The book outlines a good amount of key tools and approaches, some familiar and many new but they seem to be robust, but crucially the book is written to provide precise help to a senior individual attempting to transform procurement in an organization. The book describes the journey, a real journey based upon the experiences of

the writers which identifies all the steps, and difficulties encountered and how they were overcome. It is this detailed and real world exposition of moving a procurement function from tactical to truly strategic that makes this book an exceptional read, and a must have for anyone who is on the same journey.

A fantastic resource for Procurement Professionals and CPO's alike, who are tasked to drive Value from sustainable and high performing Spend Management Organizations. This handbook illustrates how to organize and amplify internal procurement capabilities in alignment with customer needs, leveraging proven processes and techniques, and in the process, create a highly motivated and capable talent pool of procurement professionals. This Handbook is the "rocket fuel" for successful design and execution of your organizational procurement roadmap and a "must have" supplement to the Books of Jonathan O'Brien

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