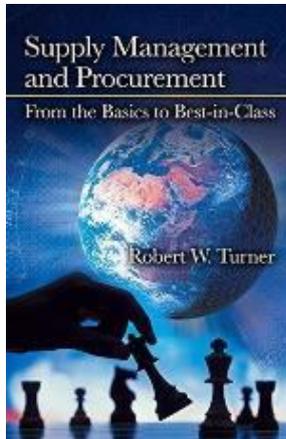


## PM WORLD BOOK REVIEW



Book Title: ***Supply Management and Procurement: From the Basics to Best-in-Class***

Author: **Robert W. Turner**

Publisher: J. Ross Publishing, Inc.

List Price: \$59.95      Format: Hardcover 6x9, 272 pages

Publication Date: 2011      ISBN: 978-1-60427-063-1

Reviewer: **Michael J. Fellers, PMP**

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### Introduction

In today's highly connected and often fragile global economy, it is crucial that business professionals understand how their company's supply management and procurement strategy can either add or subtract value to their organization. Whether they conduct only basic purchasing activities relegated to an organizational entity or they practice cross-functional strategic supply management, incremental improvements in their knowledge and processes can have a dramatic effect on profitability. In this book, Mr. Robert Turner provides a straightforward, comprehensive overview of all supply management and procurement factors that a company should consider to be the best-in-class.

### Overview of Book's Structure

The book is divided into a preface, twenty chapters, and three appendices. In the preface, Mr. Turner provides his motivation for writing on this subject and describes the features that make it an indispensable source for decision makers who are pursuing success. Throughout the book he intersperses examples from his prior experiences in procurement, marketing, and operations management.

The chapters are relatively short, averaging about ten pages in length, and are easy to digest. Chapter 1 through Chapter 4 introduce the broad concept of "supply management" and provide an overview of the scope of the book. Chapters 5 through 18 cover specific topics such as process maps, benchmarking, risk management, and writing RFPs. Chapter 19 provides a thorough summary of all the topics, and Chapter 20 discusses implementing change.

Two case studies are presented early in the material that help to form a structure to which the reader may adhere the concepts that follow. Appendix A contains the answers to the case study questions. Appendix B describes transportation terms and definitions. Appendix C contains useful formulas relating to finance, risk, process capability, and inventory.

## Highlights

In his book, Mr. Turner attempts to convey everything he has learned in his 40 years of experience about anything relating to procurement and strategic supply management. As such, the breadth of subjects is wide, covering topics such as supply chain design, sourcing methodology, international trade, critical thinking, forecasting, and negotiations. You will find helpful recommendations for submitting requests for proposals as well as a methodology for ranking and prioritizing projects.

A common theme throughout the book is that for an organization to improve beyond “basic supply management” it must devote time and resources into a deliberate effort to analyze, assess, and improve the way it considers and conducts procurement activities. Mr. Turner frequently refers to a “cross-functional approach” to supply management, whereby multiple business functions work together in this effort to realize value that would have been otherwise wasted. He emphasizes the importance that organizational culture has on the likelihood of sustained success.

In addition to Mr. Turner’s conceptual treatment of the subject, he includes countless practical tools, checklists, and techniques. Many tools may be familiar to the reader, such as performing a SWOT analysis or determining root-cause using the “5-whys.” Others are more esoteric, such as performing a usage cost analysis or value chain mapping. These tools can be employed at many levels of practically any organization, and it is very helpful to have them all in one place.

## Highlights: What I liked!

The first few chapters are written akin to how a college textbook might treat the subject because they provide a broad overview of the scope of procurement management and contain the case studies with accompanying discussion questions. They provide an excellent mental picture of the scope of the material, so that as the concepts are handled individually in more detail, it is easy to understand their importance. Mr. Turner writes in an unpretentious, personal style that attempts to reveal practical knowledge without assuming the reader came equipped with prior familiarity.

I selected this book because I now realize the critical importance of supply chains in every facet of our lives. While the book does not discuss any macroeconomic supply chain considerations in detail, it does acknowledge the impact of globalization and gives a basic overview of international and commercial terms that will assist in further study. After reading this book, I have a much better appreciation for the value that practicing strategic supply management can bring to an organization. Never again will I simply obtain three bids and follow up with a purchase order to the low bidder!

## Who might benefit from the Book?

While this book covers a broad range of subjects relating to supply management, none of the topics are covered in extreme depth. This makes it an excellent overview for a new procurement professional, a mid-level manager who is a stakeholder in procurement activities, or an executive who wants to find ways to increase profits through operational efficiencies. Project managers would find this short, topical book to be a helpful companion when considering the critical role that procurement activities play in the execution of projects.

## Conclusion

While this isn't the only book that a procurement professional may need, it is an easy-to-read reference full of examples from Mr. Turner's industry experience. Procurement and supply management activities account for a substantial amount of most companies' costs. No matter your organization's procurement maturity level, you will find helpful ideas and encouragement within the pages of *Supply Management and Procurement: From the Basics to Best-in-Class*.

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For more about this book, go to: <https://www.jrosspub.com/supply-management-and-procurement.html>

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## About the Reviewer



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**Mike Fellers** is the Texas area Operations Manager for a global leader in healthy building technologies. He was awarded a B.S. in Electronics Engineering Technology from Texas A&M University and a project management M.B.A. from the University of Texas at Dallas. He has served for twenty years in the

Texas Army National Guard where he gained experience managing a portfolio of troop construction projects in Iraq. He and his family reside in Dallas where he is a member of the PMI Dallas Chapter.

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