

**Supplier Relationship Management: How To Maximize
Vendor Value And Opportunity By Michael D. Hales**

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Good supplier relationships may lead to favorable prices, generous terms, improved availability, and even the occasional buyback. With these sorts of opportunities at

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There s a new buzz phrase in the air: Supplier Relationship Management (SRM). Corporate executives know it s necessary, but there s only one problem.

Supplier relationship management: how key

As a result of further outsourcing of non-core competencies, organisations are starting to realize that they have become more reliant on suppliers in terms of

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