



Practical Procurement

R J Carter, S K Kirby

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Practical Procurement is designed to provide a detailed overview of and introduction to the fundamentals of procurement. Both Carter and Kirby have extensive experience and knowledge of all aspects of procurement, and both authors have written numerous books and articles on the subject. Carter is an external examiner for Salford University and a Fellow of Leicester University, and Kirby is Senior Purchasing Tutor for Cheltenham Tutorial College. Their latest book, Practical Procurement is aimed at students of the new CIPS level 3 and level 4 qualifications students of procurement option modules on courses such as BTEC Higher Business Studies.

The main focus points of Practical Procurement include

- Tendering and supplier selection
- General procurement methods such as the use of ‘call-off’ orders and negotiation
- New aspects of procurement including eProcurement.
- Strategic partnerships
- Outsourcing
- Purchasing of services
- Purchasing ethics

The book includes an introduction to some of the ancillary aspects of supply chain operations and management such as logistics, including international logistics, as well as an introduction to a growing concept: relationships.

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