



Supply Chain Strategies Customer Driven And Customer Focused

Alexandre Oliveira, Anne Gimeno



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Supply Chain Strategies: Customer Driven and Customer Focused Tony Hines, 2004-08-18 Supply Chain Strategies Customer Driven and Customer Focused highlights the main challenges facing organizations wanting to select design and implement successful supply chain strategies in an increasingly global and competitive environment The text features discussion questions at the end of each chapter to promote learning and numerous industry examples to illustrate key concepts within chapters Each chapter discusses the issues in relation to previous literature contemporary practices and the lesson to be learned from different industries where successful management of supply chains has improved organizational and industry level profitability The text includes a number of industry examples thereby giving a wide ranging approach to the topic

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Customer-Oriented Global Supply Chains: Concepts for Effective Management Eyob, Ephrem, Tetteh, Edem G., 2012-03-31 This book provides insights and

supports executives middle managers and practitioners concerned with the management of supply chain with expertise knowledge information and organizational management development in different types of industries Provided by publisher

Guide to Supply Chain Management Colin Scott, Henriette Lundgren, Paul Thompson, 2018-06-01 This essential guide brings supply chain theory to life Intended for readers with a business interest in supply chain management the book covers the key topics in eleven chapters including planning sourcing making delivering and returning as well as strategy people finance customer service and outsourcing Each chapter starts with a brief summary and learning objectives that guide the reader through the text This second edition also explores digital sustainability and innovation impacts on today's global supply chains The book is written in a clear and simple way featuring a variety of figures tables and recommendations for further reading The respective chapters conclude with real life case studies from different companies illustrating best practices In the course of their work the authors have met professionals all over the world who are passionate about their business achievements By including their vivid examples the guide brings theory to life enabling readers to understand and embrace the concepts and ideas presented Colin Scott Henriette Lundgren and Paul Thompson are experts in supply chain management and have worked with practitioners in businesses across the globe Endorsement This guide is a really useful reminder of what good practice is and how it should be applied within supply chain management The book is relevant for students of supply chain management and professional practitioners alike This book offers an invaluable guide to understanding the specific dynamics of your supply chain and the fundamentals underpinning it It provides the framework for delivering a supply chain strategy based upon recognised best practice Martin McCourt CEO Dyson Limited

Advances in Industrial and Production Engineering Rakesh Kumar Phanden, Ravinder Kumar, Pulak Mohan Pandey, Ayon Chakraborty, 2023-07-03 This book comprises the select proceedings of the 3rd Biennial International Conference on Future Learning Aspects of Mechanical Engineering FLAME 2022 It aims to provide a comprehensive and broad spectrum picture of state of the art research and development in industrial and production engineering Various topics covered include sustainable manufacturing processes logistics supply chains Industry 4.0 practices circular economy lean six sigma agile manufacturing additive manufacturing IoT and Big Data in manufacturing 3D printing simulation manufacturing management and automation surface roughness multi objective optimization and modelling for production processes developments in casting welding machining and machine tools and many more advancements in industrial and production engineering This volume will prove a valuable resource for those in academia and industry working in the area of industrial and production engineering

Supply Chain Management Strategy Alexandre Oliveira, Anne Gimeno, 2014 Part of a brand new series of cutting edge supply chain guides Supply Chain Management Strategy offers expert guidance for comparing and choosing supply chain models implementing effective governance and strategizing to enable sales growth margin growth and superior customer experience Co authored by pioneering supply chain management expert Alexandre Oliveira this guide

focuses on driving maximum business value from modern supply chain strategies and models Oliveira and senior supply chain executive Anne Gimeno provide a comprehensive overview of the topic detailed descriptions of each relevant model and modern applications and best practices drawn from the experiences of the world's leading companies Complementing theoretical texts they offer deep insight into how these models are actually applied in the field Coverage includes Contemporary supply chain models including adaptive Triple A customer driven demand driven and resilient supply chains Assessing the strengths and weaknesses of each model in your unique context Implementing effective governance including Sales and Operations Planning SandOP Integrated Business Planning IBP and Business Forecasting Capability BFC Reducing forecasting dependencies Performing effective supply chain continuity planning BCP Enabling growth in sales revenue and market share Accelerating revenue cycles and reducing lost sales Supporting marketing and sales initiatives Growing margins by reducing the cost of sales Balancing asset management service level cost structure and other tradeoffs Delighting customers with the right service level at the right cost This guide's content will be exceptionally helpful for both practitioners and students including participants in APICS and other leading certification programs

Customer-Driven Disruption

Suman Sarkar, 2019-09-03 Businesses worry about new technologies but customers are the ultimate disruptors Suman Sarkar offers bold strategies for making sure you understand your customers and keep up with their ever changing needs Disruption the brutal roiling of markets the decline of long established brands and products and the rise of new upstarts drives business failure and success Most people think technology causes disruption but technology merely enables it Changing customer needs cause disruptions and too many businesses get caught unaware Suman Sarkar offers proven strategies that will enable any business to stay radically close to its customers and address their evolving needs He argues that businesses need to focus on existing customers first research shows they're likely to spend more and are more profitable than new customers Personalization is becoming important for the newer generations in both developed and developing markets so Sarkar describes approaches to make them cost effective In our era of instant gratification customers want what they want now Sarkar explains how you can develop and deliver products and services faster than ever And since a few bad Yelp reviews social media posts or angry tweets from customers can ruin you Sarkar shows how to proactively make sure the quality of your products and services stays better than that of your competitors The key to survival in this era of changing customer needs is to focus on and address them quickly so customers don't switch to the competition Drawing on his experiences with leading companies worldwide Sarkar offers five strategies and techniques that will keep you ahead of the curve

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