

## **Books Recommended by the Authors For the Procurement Professional's Bookshelf**

Baily, Peter, et al, *Procurement, Principles & Management*, 2010, 10th edition

Brown, Douglas and Scott Wilson, *The Black Book of Outsourcing: How to Manage the Changes, Challenges, and Opportunities*, 2005

Buchanan, Mike, *Profitable Buying Strategies: How to Cut Procurement Costs and Buy Your Way to Higher Profits*, 2008

DePaoli, Tom, *Common Sense Supply Management: Tales From the Supply Chain Trenches*, 2012

Dominick, Charles and Soheila R. Lunney, *The Procurement Game Plan: Winning Strategies and Techniques for Supply Management Professionals*, 2012

Emmett, Stuart, *A Quick Guide to Supplier Relationship Management in the Supply Chain*, 2012

Gordon, Sherry R., *Supplier Evaluation and Performance Excellence*, 2008

Guth, Stephen, *The Contract Negotiation Handbook: An Indispensable Guide for Contract Professionals*, 2007

Horton, Simon, *Negotiation Mastery: Tools for the 21st Century Negotiator*, 2012

Lynch, Gary S., *Single Point of Failure: The 10 Essential Laws of Supply Chain Risk Management*, 2009

Lysons, Kenneth and Brian Farrington, *Purchasing and Supply Chain Management*, 2012, 8th edition

Manners-Bell, John, *Supply Chain Risk: Understanding Emerging Threats to Global Supply Chains*, 2014

McCarthy, Michael, *Sustain Your Gains: Accelerate Improvement, Sustain Gains the People Side of Lean-Six Sigma*, 2011

Menard, Robert, *Green Purchasing and Sustainability: How Green Purchasing Saves Money and Creates Sustainability*, 2011

**Books Recommended by the Authors  
For the Procurement Professional's Bookshelf (continued)**

Monczka, Robert M., et al, *Purchasing and Supply Chain Management*, 2011, (6th edition will be available January 2015)

Nyden, Jeanette, Kate Vitasek, and David Frydlinger, *Getting to We: Negotiating Agreements for Highly Collaborative Relationships*, 2013

O'Brien, Jonathan, *Category Management in Purchasing: A Strategic Approach to Maximize Business Profitability*, 2012

O'Brien, Jonathan, *Negotiation for Purchasing Professionals*, 2013

Pandit, Kirit and H. Marmanis, *Spend Analysis: The Window into Strategic Sourcing Hardcover*, 2008

Payne, Joe and William R. Dorn, *Managing Indirect Spend: Enhancing Profitability through Strategic Sourcing*, 2011

Schuh, Christian, Michael F. Strohmer, Stephen Easton, Armin Scharlach, and Peter Scharbert, *The CPO: Transforming Procurement in the Real World*, 2012

Sollish, Fred and John Semanik, *The Procurement and Supply Manager's Desk Reference*, 2012, 2nd edition

Sollish, Fred and John Semanik, *Strategic Global Sourcing Best Practices*, 2011

Turner, Robert, *Supply Management and Procurement - From Basics to Best-in-Class*, 2011

Vitasek, Kate, Mike Ledyard, and Karl B. Manrodt, *Vested Outsourcing: Five Rules That Will Transform Outsourcing*, 2010

Vitasek, Kate, Karl Manrodt, and Jeanne Kling, *Vested: How P&G, McDonald's, and Microsoft are Redefining Winning in Business Relationships*, 2012