

For Immediate Release

New Book: [*Strategic Sourcing Management: Structural and Operational Decision-Making*](#)

What will a Trump presidency mean for international procurement?

Donald Trump hasn't been shy about his stance of keeping American jobs for the American people, which will inevitably cause concern for industries recruiting talent from abroad. And trade relations between the U.S. and other countries will no doubt change. While the first one hundred days are yet to come, senior procurement managers will have to be prepared for action before and after this period.

'Today, all business leaders in any market consider the procurement function as a "natural" contributor to general strategy,' states Professor Emeritus HEC Paris Olivier Bruel in his book, [*Strategic Sourcing Management: Structural and Operational Decision-Making*](#). This assertion is particularly true when it comes to acquiring foreign talent, which managers will need to prepare for with the ever-changing political landscape.

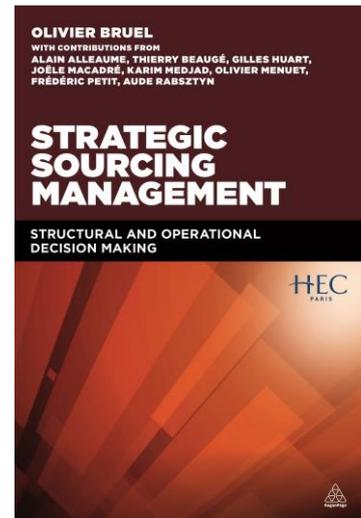
Addressing globalization and international procurement, this new book bridges the gaps between procurement, supply chain management and sourcing. It is ideal for practitioners and academics working in supply chain management.

Professor Bruel delves into strategic decisions; operational management of procurement and related supply chain; management of human resources and dedicated information systems; management of performance and change. His insights and knowledge base as presented in this book will be invaluable to procurement professionals.

Jonathan O'Brien, CEO of Positive Purchasing, has provided advanced praise for the book, calling it 'an essential compendium by a renowned authority in this space. This book is a journey through the essential components of modern strategic sourcing that outlines the success factors and how each must exist and work within the wider organisation - all in wonderful technical detail with a rich depth of practical guidance to bring this important modern theory to life'.

About the author: [Olivier Bruel](#) is Professor Emeritus of the Information Systems and Operations Management Department at HEC Paris. Olivier has also been conducting many consulting activities and is Founder and Honorary President of the ACA (Association Cesa Achats et Supply Chain).

For a review copy, a by-lined article or to arrange an interview with the author, please contact Vanessa Rueda: vrueda@koganpage.com or +44 (0)20 7843 1936.



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