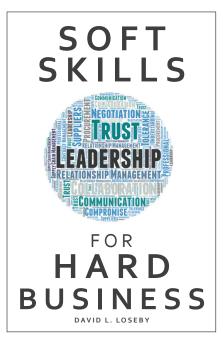


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SOFT SKILLS FOR HARD BUSINESS



Soft Skills For Hard Business explores the deep link between and the relevance of Behavioural Sciences in relation to the broad spectrum of Procurement, Supplier Relationship Management, Contract Management, Supply Chain Management and more.

Current practice has generally focused on how procurement and the associated disciplines have been centred around logical and rational approaches, such as category management. This has further been reinforced by the use of many electronic platforms and systems and more recently digitalisation, AI, robotics and many other variants. However, despite the thoroughness and robustness of many of these processes, the profession has failed to consistently deliver competitive advantage that can be sustained from one enterprise to another.

This book shows how aspects of Behavioural Sciences can be used to encourage significantly more complex and robust outcomes. These include chapters covering the foundations of Behavioural Science, understanding the 'Soft Skills' that we already employ, how to hone them and use them more efficiently, understanding biases and how to recognise and process them, game theory and its role, change management and overcoming cognitive hurdles and many other aspects.

About the author

David L. Loseby has over 25 years' experience at senior executive/director level driving value and change through procurement and organisational transformation. His varied background enables him to draw on his global experiences, sector diversity and responsibilities within many Public Bodies as well as FTSE 100 companies such as, Inchcape plc., Arriva (DB company), Oaktree Fund Management, Brighton & Sussex University Hospitals NHS trust, Westminster City Council, Associated British foods (ABF), Carphone Warehouse plc. (CPW), Barclays Bank plc. WS Atkins plc. & SmithKline Beecham (now Glaxo SmithKline), as well as the experience gained in the Construction and Property sectors at the beginning of his career. He is currently the Director for Aquitaine Strategy Limited. Delivering consultancy, advisory, training and development for a variety of global companies. He is also the principal advisor and researcher to Wezard, a collaboration advisory and platform specialist.

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Date of availability: 15/6/2018

Categories: Behavioural Economics, Cognitive Science, Purchasing and Supply Management

Format: Trade Paperback (ISBN: 978 1903 499 931)

RRP: £27.95 / €31.99 / US\$37.99 (PB)

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