

## Profit-focused supplier management: how to identify risks and recognize opportunities

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### Abstrak

Managing suppliers can contribute enormous savings to a company's bottom line, and few companies have done it better than Nokia. In Profit-Focused Supplier Management, Pirkko string details for the first time the supplier management program that has helped make Nokia the world leader in mobile communications. Drawing from her experience at Nokia, string reveals how to understand and maximize relationships with suppliers to help any company minimize risk and improve profitability in any industry.