

Can You See the Elephant?

Effective Management of the Enterprise Spend

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MEETING OBJECTIVES

INTRODUCTION

CHANGE MANAGEMENT
THE SIXTH SENSE

STRATEGIC SOURCING
UNDERSTANDING SPEND
STRATEGIC SOURCING
EXTENDED ENTERPRISE
E:COMMERCE
HUMAN RESOURCES

SUMMARY

CHANGE MANGEMENT

THE STATISTICIANS' POINT OF VIEW

6% CREATIVE NEW IDEAS

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7% GET IT - QUICK STUDY

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30% SEE IT, FEEL IT, TOUCH IT - TO BELIEVE IT

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45% S, T, F, and FEEL SAFE IN THE ENVIRONMENT

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12% PASSIVE TO MALICIOUS DISSIDENTS

MAGIC EYE

