

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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12% PASSIVE TO MALICIOUS DISSIDENTS

MAGIC EYE

