CIPS Australia

CIPSA Member Bookshop

Special Member Discounted Prices

Supply Chain Management A Procurement Perspective

Dr. Pieter J.A. Nagel

This book has been divided into eight logical modules, allowing the reader to access the distinct aspect of supply chain management that holds the greatest interest.

AUS Book | RRP $80.00 | **Members Price $39.95**

Business Negotiation

Paul T Steele, Tom Beasor

Getting to grips with negotiation quickly is straight forward and easy with this practical guide. Written in simple language, with a host of practical exercises to support the text, it is designed for any negotiator who wants to develop their knowledge, increase confidence and develop skills.

UK Book | RRP $71.50 | **Members Price $64.95**

The Creative Negotiator

Stephen Kozicki

This book provides you with an easy, step-by-step process to follow which will lead you to negotiating success. You will learn how follow a negotiation model through four phases of investigation and develop a plan which provided a sound basis or the final agreement.

AUS Book | RRP $40.70 | **Members Price $29.95**

It's A Deal

Paul Steele, John Murphy, Richard Russill

All three authors bring you unparalleled experience worldwide, and troubleshooting organisations out of crises. It's A Deal is a working handbook, providing in-depth training and practical help to master these essential skills for everyday business survival.

UK Book | RRP $30.95 | **Members Price $29.95**

The Management of Integrated Logistics

David J. Blooberg, Adrian Murray, Joe B. Hanna

This is a text written specifically for Australia and South East Asia. Its basic thrust is the integration of the logistics activities into a systems approach. It is written to be user friendly for both the student as well as the instructor.

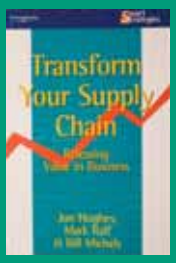
AUS Book | RRP $67.95 | **Members Price $49.95**

Profitable Purchasing Strategies

Paul Steele, Brian Court

From understanding what a purchasing strategy is, to discovering who should buy and how to buy for the long and short term, this book will inspire you to apply this knowledge to your own business.

UK Book | RRP $82.50 | **Members Price $74.95**



Transform Your Supply Chain

Jon Hughes, Mark Ralf, Bill Michels

This book provides a comprehensive coverage of the rapidly emerging field of strategic supply chain management. The approach is direct, challenging, but really accessible to the executive reader.

Recommended text for CIPSA Corporate Award programme

UK Book | RRP $69.95 | **Members Price $49.95**

Project Risk Management Guidelines

Dale Cooper, Stephen Grey, Geoffrey Raymond, Phil Walker

This book focuses on principles, practices and techniques for effective risk management in complex and large-scale projects and procurements.

AUS Book | RRP $123.95 | **Members Price $95.95**

World Class Supply Management The key to Supply Chain Management

David N. Burt, Donald W. Dobler, Stephen L. Starling

With World Class Supply Management, your students enjoy the benefits of an approach truly modeled on real-world practice – just as you would expect from the market leader.

USA Book | RRP $118.00 | **Members Price $69.95**

Tear/Cut here

Company:

Contact Name:

Position:

Delivery Address:

Postcode:

Phone: Fax:

Email:

Payment Options: ☐ Cheque Enclosed OR

☐ Visa ☐ Diners Club ☐ Amex ☐ Mastercard

☐☐☐☐ ☐☐☐☐ ☐☐☐☐ ☐☐☐☐

Cardholders Name: Expiry Date:

Signature:

Please fax through your order directly to the CIPSA office, or mail coupon to CIPSA along with your cheque or credit card details made payable to **CIPS Australia Pty Ltd** to: **Level 10, 520 Collins Street, Melbourne VIC 3000, Australia, Tel: 1300 765 142, Fax: 1300 765 143.**

Books supplied under CIPSA standard Terms & Conditions.

	Members Price	QTY
Business Negotiation	$64.95	
It's A Deal	$29.95	
Profitable Purchasing Strategies	$74.95	
Project Risk Management Guidelines	$95.95	
Supply Chain Management, A Procurement Perspective	$39.95	
The Creative Negotiator	$29.95	
The Management Of Integrated Logistics	$49.95	
Transform The Supply Chain	$49.95	
World Class Supply Management Ed.7	$69.95	
Sub Total:		
Add P&H (see below):		
Total:		

Prices are inclusive of GST but exclusive of P&H charged at $9 for the first book and $7 for subsequent books (anywhere in Australia). Call CIPSA office for overseas shipping rates and for discounts on bulk orders.