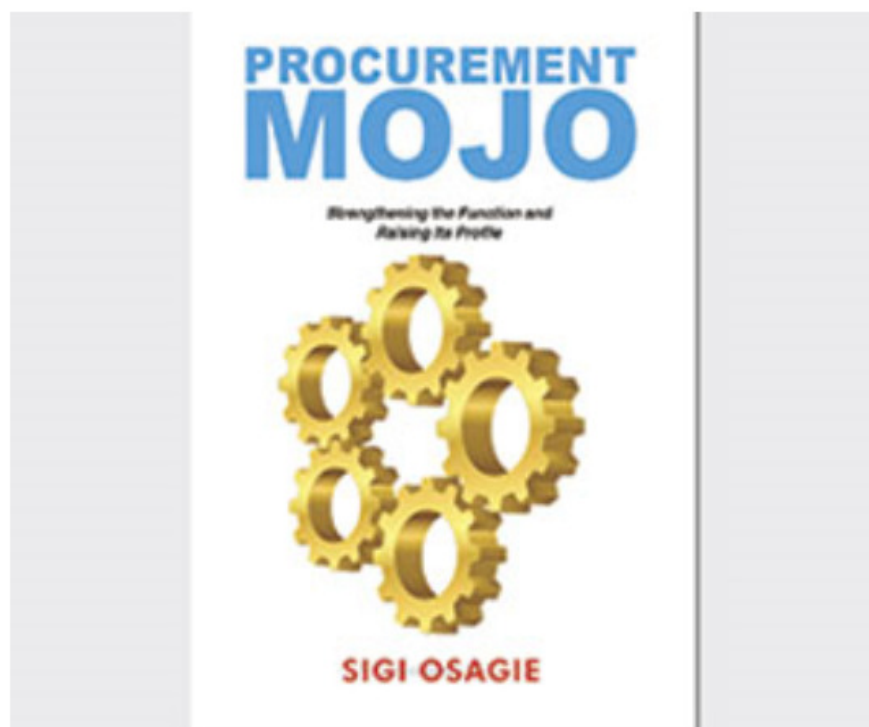


## ANALYSIS

# Book: Procurement Mojo

BY PAUL SNELL | 09.12.2014



*Procurement Mojo: Strengthening the function and raising its profile*

By Sigi Osagie

Management Books 2000, £14.99

We've all had days in the office when we've struggled to find our mojo. This new title from *SM* contributor Sigi Osagie aims to reveal how you can find your "procurement mojo" by improving the effectiveness of the function, while increasing the recognition of procurement's role across the company.

Effectiveness – specifically, the ability to "do the right things" – Osagie says, is more important than anything else when it comes to achieving long-term success in any walk of life. But many functions, and organisations, are guilty of failing to recognise this.

There is a difference between efficiency and effectiveness, he argues. Efficiency measures don't tell us whether the objectives being pursued are the right ones. Effectiveness forces you to consider what is right in the first place.

Osagie mixes examples from organisations with anecdotes from his

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own career – from mopping floors at an ice cream parlour to supply chain director of a major blue chip company. He also offers a five-step model to improve procurement effectiveness, with specific detail on each stage.

