



Powered by Honda: Developing Excellence in the Global Enterprise

Dave Nelson, Rick Mayo, Patricia E. Moody

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This text details Honda of America's approach towards supplier management and purchasing. At Honda, competitive advantage comes from developing suppliers rather than merely identifying them. Their programme for supply-based excellence, dubbed BP/BQ (Best Partner, Best Profit, Best Productivity/Best Quality), features a combination of quality analysis and problem-solving techniques and incorporates basic philosophical guidelines that aim to ensure sustained success. The text hopes to enable a deeper understanding of the inter-relatedness between purchasing, supplier development and the success of an organization.

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