
HAPPY CUSTOMERS FASTER CASH

*Free chapter included!
"12 excuses for late payment
and how to deal with them"*

Eastern Europe chapters

A guide to effective communication in
financial Customer Relationship Management

Andriy Sichka
Marcel Wiedenbrugge - Cliff Wynn

Happy Customers Faster Cash Chapters

Billy Allen



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Happy Customers Faster Cash Eastern Europe Chapters Andriy Sichka, Marcel Wiedenbrugge, Cliff Wynn, 2015-11-04 Do you struggle with customers who pay late Are you afraid to lose customers because you want what is rightfully yours Are you tired of calling customers again and again hearing the same promises Then this book is for you Happy Customers Faster Cash is for business people either fresh or seasoned with or without a background in finance who want to dramatically shorten the time required to convert accounts receivable into cash as well as their on the job learning curve Read and learn all about getting paid on time and keeping good customer relationships from people who have already been there Many practical tips and examples Learn to better manage and control your own cash flow Deal with excuses in a customer friendly and effective way Take the lead and get paid on time This edition is part of the full version of

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Professional Collections T R Paulsen Associates Canada *The LIVING Supply Chain* Robert Handfield, Tom Linton, 2017-06-12

Creates a managerial compass for entering into the LIVING Live Intelligent Velocity Interactive Networked and Good era of supply chain management and defines the imperative for creating Velocity and Visibility as the focal point for exploiting new digital mobile and cloud based technologies Written by well known researchers in the field this book addresses the changes that have occurred and are still unfolding at various organizations that are involved in building real time supply chains The authors draw on their experiences with multiple companies along with references to the natural evolution of ecosystems throughout to help identify the new rules of supply chain management The LIVING principles associated with the rapid digitization and technology changes occurring in the global economy are discussed along with the push to become more sustainable and responsive to customer needs Handfield and Linton reveal the secret ingredient to leveraging the power of a well managed supply chain will revolutionize the way companies approach supply chain management Frank Crespo Vice President Global Supply Network Division CPO Logistics IoT Analytics Caterpillar Inc The LIVING supply chain is a wake up call to any enterprise that depends on suppliers and contractors Be fast be nimble and make supply chain transparency the nucleus of your operations or become endangered Paul Massih Vice President BP PSCM a fascinating journey through the future of supply chain management a must read for every supplychain professional Yossi Sheffi Professor MIT Center for Transportation and Logistics a great living reading on how to bring supply chains to a powerful living state The idea of Live Interactive Velocity Intelligent Networked Good is the foundation of how supply chains can be agile adaptive and aligned of value to every supply chain executive and practitioner Hau Lee Professor Stanford University Successful businesses are those that support the success of their customers This book captures the essence of our volatile uncertain world and the opportunities that exist for the commercially astute organizationally integrated business More important it offers insight to the recipe for 21st century operations and the management of complex supply ecosystems Tim Cummins CEO International Association of Commercial and Contract Management A LIVING supply chain requires a living company The authors make a great case for how Flex is creating a living company to thrive in the living supply chain Tom Choi Harold E Fear on Eminent Scholar Chair of Purchasing Management Arizona State University Executive Director CAPS Research To survive we need to have an adaptive supply chain and capability to both optimize and adapt simultaneously This book begins to describe the ability to shift from functional silos to E2E Frictionless flow with the maturity to make E2E tradeoff decisions as a key enabler for success Wayne Rothman Vice President Enterprise Supply Chain Planning Johnson Johnson A fantastic read and excellent stories from Dr Handfield and Tom Joanne E Wright Vice President IBM Supply Chain ROBERT HANDFIELD PhD is Bank of America University Distinguished Professor of Supply Chain Management and Director of the Supply Chain Resource Cooperative at North Carolina State University The author of four books and over 150 journal articles Dr Handfield received his PhD in Operations Management from The University of

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