

Preface

„Der Mensch kann nichts Gutes hervorbringen, wenn ihm nicht zuvor die Erkenntnisse eingesät sind, aus denen er wissen kann, was er glauben und tun soll.“¹

Emanuel Swedenborg

In accordance with the quotation above, I would like to thank here the companies and institutes and, most of all, all of its employees who contributed to the elaboration of the methodology of this scientific paper by providing the needed material and giving me the necessary insights in numerous important documents. I would notably like to thank my colleagues of the purchase department, who always offered to help me with their expertise and advice, for their tireless efforts. What is more, I would like to show gratitude to the superiors of the related departments. Thanks to their commitment, I was able to provide a more practical point of view, since they created the necessary context to test the theory in practice.

With the help of all people mentioned in the previous acknowledgment, it was possible to develop a method, which has gained recognition in scientific theory and practice. This method was honored with the „BME-Hochschulpreis 2013“ by the Bundesverband Materialwirtschaft, Einkauf und Logistik e.V. (BME e.V.) for its convincing scientific research on material economy, purchase and logistics on the topic of „How to manage international sourcing in order to achieve competitive advantages“. ² Moreover, the Hans-Wilhelm Renkhoff foundation has awarded this academic paper as a notably outstanding achievement and it has received numerous positive appreciations from renowned experts, institutes, associations and enterprises. ³

“The elaboration is especially characterized by the actuality, the high quality and the well-structured, basic research approach.”

Prof. Dr. Christian Kille

¹ The English version based on own translation: "Human cannot do good if he has not gained the insight to know what to believe and what to do"

² The English version of the awards name is "BME University Award 2013". Compare BME (1), 2012; BME (2), 2013; BME (3), 2013; BME (4), 2013; Newscomm, 2013; Grimm, C., 2013; Technik + Einkauf, 2013; The Bundesverband Materialwirtschaft, Einkauf und Logistik e.V. (BME e.V.) represents 8,500 members, amongst them the 200 most important businesses in Germany as well as many medium-sized businesses.

³ Compare FHIW-S (1), 2013; FHIW-S (2), 2012; Mainpost, 2013; Mystipendium, 2013; The Hans-Wilhelm Renkhoff foundation aims at supporting science, research and development. The foundation awards every year notably outstanding papers of technics and economy.

“This sourcing methodology has been reviewed and highly recommended, in particular for its comprehensiveness and clarity, by the Förderverein der Logistiker. It covers all the essential elements to consider for international sourcing in a detailed and thorough manner.”

Balthas Klein, Chairman of the Executive Board, Förderverein der Logistiker

However, not only the numerous awards and recognitions have shown that strategical successful international sourcing is today extremely real and current in all business divisions, independent from the kind of enterprise, but it is most of all evident due to the fact that several specialist journals, executives and other interested experts contacted me to get more information and a deeper insight in the scientific paper. On the one hand, those newly built up contacts helped the enterprises to sharpen their awareness for chances and challenges of globalization. Different renowned international businesses already put this method into practice and have ever since achieved lasting success. On the other hand, the feedbacks, critical remarks and suggestions have helped to continuously improve the method. This win-win situation has induced me to publish this method, which was first developed in a scientific paper, in a book. Interested people can so hopefully find solutions to their problems. If you have any suggestions with regard to the method, or if there are questions, problems or if you need help, please do not hesitate to contact me via the following e-mail address:

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