



Collaboration Resources

[Strategic Sourcing in the New Economy](#): Bonnie Keith & Kate Vitasek

[Vested](#): Kate Vitasek

[How to Build and Rebuild Trust](#): Francis Frei

[The Purchasing Chessboard](#): 64 Methods to Reduce Costs and Increase Value with Suppliers:
by Christian Schuh

[Speed of Trust](#), Stephen Covey

[The 5 Languages of Appreciation in the Workplace](#), Gary Chapman

[Give and Take](#), Adam M. Grant

[Applied Empathy](#), Michael Ventura

[Taking Supplier Collaboration to the Next Level](#), McKinsey

[Buyer-Supplier Collaboration. A roadmap for Success](#), BCG

[P&G Innovate and Connect Story](#)

[Building Deep Supplier Relationships](#), HBR

[You Say You Want Collaboration](#), Vantage Partners

[A New Approach to Contracts](#), HBR

[The Inherent Failures of Long Term Contracts and How to Fix Them](#), HBR Podcast

[12 Ailments of Sourcing and Contracting](#), Kate Vitasek

[Supplier relationship management: A framework for collaboration and innovation](#), Genpact

[2023 Supply Chain Priorities & Opportunities](#), APQC Survey Findings

[First Follower: Leadership Lessons from the Dancing Guy](#): Derek Sivers

[Empathy](#), Brene Brown

[Association of Strategic Alliance Professionals](#)

[SMI Collaboration Toolkits](#)