

Recommended academic literature¹

Hereby a selection of recommended literature that can be used in combination of 'Purchasing and Supply Chain Management', Cengage, 5th edition, 2010 .

These articles can be obtained through the website of the academic journals concerned.

The author, neither the publisher, will be available to provide support on this matter. Author neither publisher accept any liability for the selection and quality of these articles.

Section One: The role and evolution of purchasing and supply in organisations

- Cammish, R. and Keough, M. (1991). A strategic role for purchasing, McKinsey Quarterly.
- Carter, C. L. and Ellram, L. M. (2003). Thirty-Five Years of the Journal of Supply Chain Management: Where Have We Been and Where Are We Going?, Journal of Supply Chain Management.
- Carter, J. (1996). Is Purchasing Really Strategic?, International Journal of Purchasing and Materials Management.
- Carter, P. L., Carter, J. R., Monczka, R. M., Slaughter, T. H. and Swan, A. J. (2000). The Future of Purchasing and Supply: A Ten-Year Forecast, Journal of Supply Chain Management.
- Cavinato, J. (1999). Fitting Purchasing to the Five Stages of Strategic Management, European Journal of Purchasing and Supply Management.
- Cousins, P., Lawson, B. and Squire, B. (2006). An empirical taxonomy of purchasing functions, Intl. Journal of Operations and Production Mgt.
- Cox, A. (2004). Business relationship alignment: on the commensurability of value capture and mutuality in buyer and supplier exchange, Supply Chain Management: An International Journal.
- Cox, A. and Lamming (1997). Managing supply in the firm of the future, European Journal of Purchasing and Supply Management.
- Ellram, L.M. and Carr, A.S. (1994). Strategic purchasing: a history and review of the literature, International Journal of Purchasing and Materials Management.
- Harland, C., Lamming, R., and Cousins, P. (1999). Developing the concept of supply strategy, Intl. Journal of Operations and Production Management.
- Johnson, P., Leenders, M., & Fearon, H. (1998). Evolving Roles and Responsibilities of Purchasing Organizations, International Journal of Purchasing and Materials Management.
- Johnston, J. S. (2006). The return of bargain: an economic theory of how standard-form contracts enable cooperativenegotiation between businesses and consumers, Michigan Law Review.
- Mol, M. J., (2003). Purchasing's Strategic Relevance, Journal of Purchasing and Supply Management.
- Murray G., (2002). New Roles for purchasing: researchers, detectives, teachers, doctors and architects, International Journal of Public Sector Management.
- Ramsay, J. (2001). Purchasing's strategic irrelevance, European Journal of Purchasing & Supply Management..

¹ Adapted from IPSERA Reader Article Selection Questionnaire (2007)

- Ramsay, J. (2004) Serendipity and the realpolitik of negotiations in supply chains, *Supply Chain Management: An International Journal*.
- Reck, R. and Long, B. (1988). Purchasing: a Competitive Weapon, *Journal of Purchasing and Materials Management*.
- Van Weele A. and Rozemijer F. (1998). Getting organised for purchasing and supply management, *Proceedings of the IPSERA Conference, Belfast & Dublin*.

Section Two: Make versus Buy and Outsourcing

- Ancarani, A., Capaldo, G., Pontrandolfo, P. and Salaris, A. (2004). Procurement in public organizations: choosing between integrated facility services and separated ones, *Proceedings of the IPSERA Conference, Catania, Italy*.
- Arnold, U. (2000). New dimensions of outsourcing: a combination of transaction cost economics and the core competence concept, *European Journal of Purchasing & Supply Management*.
- Barthelemy, J. (2003). The seven deadly sins of outsourcing, *Academy of Management Executive*.
- Canez, L. Platts, K. and Probert, D. (2000). Developing a framework for make-buy decisions, *Intl. Journal of Operations and Production Mgt*.
- Cox, A. (1996) Relational competence and strategic procurement management: towards an entrepreneurial and contractual theory of the firm, *European Journal of Purchasing and Supply Management*.
- Gadde, L-E. and Jellbo, O. (2002). System Sourcing-Opportunities and Problems, *European Journal of Purchasing and Supply Management*.
- Heikkila, J. and Cordon, C. (2002). Outsourcing: a core or non-core strategic management decision?, *Strategic Change*.
- Kakabadse, A., & Kakabadse, N. (2002). Trends in outsourcing: contrasting USA and Europe, *European Management Journal*.
- Lewin, A. Y., Peeters, C. (2006). Offshoring Work: Business Hype or the Onset of Fundamental Transformation?, *Long Range Planning*.
- Matthyssens, P., Quintens, L., & Faes, W. (2003). A process model of global purchasing, *Journal of Customer Behaviour*.
- Mol, M. et al. (2004). A technological contingency perspective on the depth and scope of international outsourcing. *Journal of International Management*.
- Poppo, L. and Zenger, T. (1998). Testing alternative theories of the firm: Transaction-cost, knowledge based, and measurement explanations for make-or-buy decisions in information services, *Strategic Management Journal*.
- Quinn, J.B. (1999). Strategic Outsourcing: Leveraging Knowledge Capabilities, *Sloan Management Review*.
- Quintens, L., Pauwels, P., Matthyssens, P. (2006). Global purchasing: State of the art and research directions, *Journal of Purchasing and Supply Management*.
- Rossetti, C. and Choi, T. (2005). On the dark side of strategic sourcing: Experiences from the aerospace industry, *Academy of Management Executive*.
- Wilding, R. and Juriado, R. (2004). Customer perceptions on logistics outsourcing in the European consumer goods industry, *International Journal of Physical Distribution & Logistics Management*.

Section Three: Supply Relationship Management

- Bessant, J. Kaplinsky, R. and Lamming, R. (2003). Putting supply chain learning into practice, *International Journal of Operations and Production Management*.
- Blois, K.J. (2003). B2B 'relationships' - a social construction of reality? A study of Marks and Spencer and one of its major suppliers, *Marketing Theory*.
- Cousins, P.D. (2002). A Conceptual Model for Managing Long-Term Inter-Organisational Relationships, *European Journal of Purchasing and Supply Management*.
- Cox, A., Lonsdale, C., Watson, G., and Wu, Y. (2005). Supplier relationship management as an investment: evidence from a UK study, *Journal of General Management*.
- Dubois, A., and Pedersen, A-C. (2002). Why Relationships do not fit into Purchasing Portfolio Models - a Comparison between the Portfolio and Industrial Network Approaches, *European Journal of Purchasing and Supply Management*.
- Dwyer F Robert, Schurr Paul H and Oh S. (1987). Developing Buyer-Seller Relationships, *Journal of Marketing*.
- Ford, D. (1980). The Development of Buyer-Seller Relationships in Industrial Markets, *European Journal of Marketing*.
- Fortgang, R, Lax, D., and Sebenius, J. (2003). Negotiating the spirit of the deal, *Harvard Business Review*.
- Gelderman, C.J., and Van Weele, A.J. (2002). Purchasing Portfolio Analysis: Towards A Comprehensive Model Of Conditions, Goals And Strategies Based On Explorative Case Studies. Proceedings of the IPSERA Conference, Enschede, Netherlands.
- Gottfredson, M., Puryear, R., and Phillips, S. (2005). Strategic sourcing; from periphery to core, *Harvard Business Review*.
- Hall, R. (1999). Rearranging risks and rewards in a supply chain, *Journal of General Management*.
- Henderson, J.C. and Venktraman, N. (1993). Strategic alignment: Leveraging information technology for transforming organizations, *IBM Systems Journal*.
- Kraljic, P. (1983). Purchasing Must Become Supply Management, *Harvard Business Review*.
- Lambert, D., and Knemeyer, A. M. (2004). We're in this together, *Harvard Business Review*.
- Lamming, R. (1995). The future for purchasing: Developing lean supply in Lamming and Cox 'in Cox, A. and Lamming, R. (1995). *Strategic Procurement Management in the 1990s*, Earlsgate Press, Lincs.
- Lamming, R., Caldwell, N., Harrison, D., & Phillips, W. (2001). Transparency in Supply Relationships: Concept and Practice, *The Journal of Supply Chain Management*.
- Lane, C. and Bachmann, R. (1996). The social constitution of trust: Supplier relations in Britan and Germany, *Organization Studies*.
- Linder, J. (2004). Transformational outsourcing, *MIT Sloan Management Review*.
- McIvor, R. and Humphreys, P. (2003). Early supplier involvement in the design process: lessons from the electronics industry, *OMEGA*.
- Mohr, J. and Spekman, R. (1994). Characteristics of partnership success: partnership attributes, communication behaviour and conflict resolution techniques, *Strategic Management Journal*.

- Monczka, R.M., Callahan, T.J. and Nichols, Jr.E.L. (1995). Predictors of relationships among buying and supplying firms, *International Journal of Physical Distribution & Logistics Management*.
- Olsen, R.F. and Ellram, L.M. (1997). A portfolio approach to supplier relationships, *Industrial Marketing Management*
- Sahay, B.S. (2003). Understanding trust in supply chain relationships, *Industrial Management and Data Systems*.
- Simpson, D.F. and Power, D.J. (2005). Use the supply relationship to develop lean and green suppliers, *Supply Chain Management: An International Journal*.

Section Four: Supply Chains and Networks

- Cox, A. (1999). Power, value and supply chain management, *Supply Chain Management: an International Journal*.
- Doran, D., Thomas, P. and Caldwell, N. (2005). Examining buyer-supplier relationships within a service sector context, *Supply Chain Management: An International Journal*.
- Fisher, M. (1997). What is the right supply chain for your product?, *Harvard Business Review*.
- Gadde L-E, Huemer, L., and Hakansson, H. (2003). Strategizing in industrial networks, *Industrial Marketing Management*.
- Hakansson, H. and Snehota, I. (1989). No business is an island: The network concept of business strategy, *Scandinavian Journal of Management*.
- Harland, C.M. (1996). Supply Chain Management: Relationships, Chains and Networks, *British Journal of Management*.
- Lamming, R. C., Johnsen, T. Harland, C. M. and Zheng, J. (2000). An initial classification of supply networks. *International Journal of Operations and Production Management*.
- Lamming, R.C. (1996). Squaring lean supply with supply chain management. *International Journal of Operations and Production Management*.
- Narayanan, V.G. and Raman, A. (2004). Aligning Incentives in Supply Chains, *Harvard Business Review*.
- Shah, N. (2004) Pharmaceutical supply chains: key issues and strategies for optimization, *Computers and Chemical Engineering*.
- Todeva E. and Knoke, D. (2005). Strategic alliances and models of collaboration, *Management Decision*.
- Zheng, J., Johnsen, T.E., Harland, C.M., Lamming, R.C. (2001). A Taxonomy of Supply Networks, *Proceedings of the IPSERA Conference, Jönköping, Sweden*.

Technological Innovation in Supply Management and Purchasing

- Boer, L. de, Harink, J.H.A. and Heijboer, G.J. (2002). A conceptual model for assessing the impact of electronic procurement, *European Journal of Purchasing and Supply Management*.
- Breen, L. and Crawford, H. (2006). Improving the pharmaceutical supply chain - assessing the reality of e-quality through e-commerce application in hospital pharmacy, *International Journal of Quality and Reliability Management*.
- Calvi, R. and Le Dain, M-A. (2003). Collaborative development between client and supplier: how to choose the suitable coordination process?, *Proceedings of the IPSERA Conference, Budapest*.

- Croom, S. (2001). Restructuring supply chains through information channel innovation, *International Journal of Operations & Production Management*.
- Hallen, L., Johanson, J. and Mohamed, N.S. (1993). Dyadic Business Relationship and Customer Technologies. *Journal of Business-to-Business Marketing*.
- Handfield, R.B., Ragatz, G.L., Petersen, K.J., Monczka, R.M. (1999). Involving suppliers in new product development. *California Management Review*.
- Kärkkäinen, M. (2003). Increasing efficiency in the supply chain for short shelf life goods using RFID tagging, *International Journal of Retail & Distribution Management*.
- Ngai, E.W.T. and Wat, F.K.T. (2002). A literature review and classification of electronic commerce research, *Information & Management*.
- Porter, M.E. (2001). Strategy and the Internet, *Harvard Business Review*.
- Sheffi, Y. (2004). RFID and the Innovation Cycle, *The International Journal of Logistics Management*.
- Wynstra, F. and ten Pierick, E. (1999). Managing supplier involvement in new product development: a portfolio approach, *European Journal of Purchasing and Supply Management*.

Section Six: Performance measurement

- Butler, R. (1995). What you measure is what you get, *Proceedings of the IPSERA Conference, Birmingham*.
- Carr, A., Pearson, J. (2002). The impact of purchasing and supplier involvement on strategic purchasing and its impact on firm's performance, *International Journal of Operations and Production Management*.
- Chin, K.S., Yeung, I.K., Pun, K.F. (2006) Development of an assessment system for supplier quality management, *International Journal of Quality & Reliability Management*.
- Cousins, P., and Hampson, J. Strategic performance measurement Systems, in Hines, P., Lamming, Jones, D., Cousins, P., and Rich, N. (2000). *Value Stream Management*, FT/Prentice Hall, London.
- Ellram, L, Zsidisin, G, Siferd, S. P., and Stanly, M. J. (2002). The impact of purchasing and supply management activities on corporate success, *The Journal of Supply Chain Management*.
- Giannakis, M. and Croom, S. (2003). Performance Measurement of Supplier Relationships and the Role of the Purchasing Function, *Proceedings of the IPSERA Conference, Budapest*.
- Gilley, K M., and Rasheed, A. (2000). Making more by doing less: An analysis of outsourcing and its effect on firm performance, *Journal of Management*.
- Lamming, R.C., Cousins, P.D. and Notman, D.M. (1996). Beyond vendor assessment: Relationship assessment programmes, *European Journal of Purchasing and Supply Management*.
- Leenders, M. (1998). The problem with purchasing savings, *Second Worldwide Symposium on Purchasing & Supply Management, London, Ontario*.
- Murray, G. (2001). Market penetration: a performance management tool for purchasing, *Proceedings of the IPSERA Conference, Enschede, Netherlands*.
- Narasimhan, R. and Das, A. (2001). The impact of purchasing integration and practices on manufacturing performance, *Journal of Operations Management*.
- Telgen, J. and Sitar P. (2001). Possible kinds of values added by the purchasing Dept., *Proceedings of the IPSERA Conference, Enschede, Netherlands*.

