



# Chapter 5

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## Purchasing And Boundary Spanning

**IDIS 424**  
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# Buyer-Seller Improvement Teams

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- *Why include suppliers as part of a buyer's improvement teams?*
  - Research reveals that most organizations recognize the potential benefit of closer inter-organizational relationships
  - Research also reveals that teams that relied on supplier input and involvement (when the task warranted involvement) were more effective in their task, on average, than teams that did not involve suppliers



# Buyer-Seller Improvement Teams

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- *Why include suppliers as part of a buyer's improvement teams?*
  - Teams that include suppliers as participants report important outcomes--
    - Greater satisfaction concerning the quality of information exchange between the team and key suppliers
    - Higher reliance on suppliers to support directly the team's goals--supplier is a resource
    - Fewer problems coordinating work activity between the team and key suppliers
    - Greater effort put forth on team assignment