
Title: A systematic review and synthesis of literature on the Impact of Supplier Selection Strategy and Supplier Selection Criteria on Buyer-Firm Performance

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Abstract

Purpose: Measurement of the process of purchasing as a strategic function is critical for both practitioners and academics. However, the literature is characterized by a diversity of approaches, prescriptions and practices that can be confusing and contradictory. To overcome this limitation, this paper aims to analyze the impact of supplier selection strategies and supplier selection criteria on buyer-firm performance

Methodology: This paper attempts undertakes a systematic review with the objective of developing a synthesized review on the impact of supplier selection strategy and supplier selection criteria on buyer-firm performance.

Findings: This paper has reviewed the evolution, distinguishing features, and the interrelationship between supplier selection strategies and supplier selection criteria, so as to identify areas, where buyer-firms may make improvements to enhance their performance.

Originality: This paper presents a framework against which managers and academic practitioners can evaluate impact of supplier selection strategy and supplier selection criteria on buyer-firm performance, and identify areas for improvement.

Limitations: It is acknowledged that the proposed integrative model thinking is currently in an embryonic stage. It is hoped that this paper would pave the way for further research on the intersection of supplier selection strategy and supplier selection criteria on buyer-firm performance, so as to assist in the creation of a more coherent theory of purchasing as a strategic function.

Keywords: Buyer-seller relationships; Supplier Selection; Firm Performance.

Paper type: Literature review.