

Grafica di copertina
ideazione di Giuseppe Zollo, design di Vincenzo Esposito
Logo collana
rielaborazione grafica di un particolare tratto da
Jaco Bar, *Ritratto di Fra Luca Pacioli*, 1495, Museo Nazionale di Capodimonte, Napoli.

CAPALDO, Guido - ESPOSITO, Emilio - LO STORTO, Corrado - RAFFA, Mario (edited by)
Supply Management
Collana: Ingegneria Economico-Gestionale, 3
Napoli: Edizioni Scientifiche Italiane, 1998
pp. 456; 24 cm.
ISBN 88-8114-675-4

© 1998 by Edizioni Scientifiche Italiane S.p.A.
80121 Napoli, via Chiatamone 7
00185 Roma, via dei Taurini 27
82100 Benevento, via Porta Rettori 19
20121 Milano, via Fratelli Bronzetti 11

Internet: www.esispa.com
E-mail: info@esispa.com

I diritti di traduzione, riproduzione e adattamento totale o parziale
e con qualsiasi mezzo (compresi i microfilms e le copie fotostatiche)
sono riservati per tutti i Paesi

Table of contents

<i>Presentation</i> by Oreste Greco	page	9
<i>Presentation</i> by Richard C. Lamming	»	13
<i>Presentation</i> by Roberto Testore	»	17
<i>Introduction</i> by Guido Capaldo, Emilio Esposito, Corrado lo Storto and Mario Raffa	»	19
1. Ulli Arnold <i>Purchasing Consortia as a Strategic Weapon for Highly Decentralized Multi-Divisional Companies: Findings from Four Case Studies</i>	»	33
2. Chris Lonsdale and Andrew Cox <i>Strategic Outsourcing: Evidence on Business Practice and the Role of Procurement</i>	»	55
3. Robin Frewer, Richard Lamming and Paul Cousins <i>Competency Development for Strategic Purchasing</i>	»	75
4. Christine Harland <i>Supply Network Strategy: A Formulation Process</i>	»	99
5. Ruth Fee, Patricia Maxwell and Andrew Erridge <i>The Relationship between Public Procurement, Compulsory Competitive Tendering and Social Policy in the UK and the European Union</i>	»	117

6. Simon Croom
The Strategic Role of Purchasing: A Dyadic Capabilities Framework page 139
7. Alberto De Toni and Guido Nassimbeni
The Buyer-Supplier Exchange in the Presence of Design, Logistic and Quality Interactions: Results of an Empirical Research » 153
8. Cornelia Zanger
Opportunities and Risks of Network Arrangements among Small and Large Firms within the Supply Chain » 175
9. Maria Rita Tagliaventi and Andrea Zanoni
Cooperation between Customer and Supplier: An Appraisal of Structural and Relational Determinants » 193
10. Eugenio Corti and Corrado lo Storto
Learning Patterns in Customer-Supplier Collaboration During New Product Development. The Case of the Food-Processing Machine Small Manufacturers in the Area of Naples » 209
11. Joseph R. Carter, Larry R. Smeltzer and Ram Narasimham
The Nature of Buyer-Supplier Relationships in Successful Total Quality Management Programs » 227
12. Emilio Esposito and M. Raffa
Similarities and Differences in the Italian Subcontracting System » 249
13. Nunzia Carbonara, Nicola Costantino and Achille C. Garavelli
Contractors and Subcontractors in the Construction Industry: Problems and Perspectives of Inter-Organization Models » 271
14. Sara Pavesi and Alberto Savoldelli
Supplier-Customer Relationships and Business Processes Organisation of the Firms » 297

15. Philip Southey and Christopher Greenfield
Supplier Development Experiences in the UK Automotive Industry page 321
16. Arian van Weele and Frank Rozemeijer
Mirror, Mirror on the Wall... Let Supplier Guide You Towards Improvement » 337
17. Ken Dooley
Tertiary Education's Struggle for the Development of Purchasing and Materials Management Professionals Down Under » 355
18. Joy Batchelor
Developing Supply Capabilities » 367
- Glossary* » 389
- References* » 393
- The Presenters* » 445
- The Editors* » 447
- The Authors* » 449