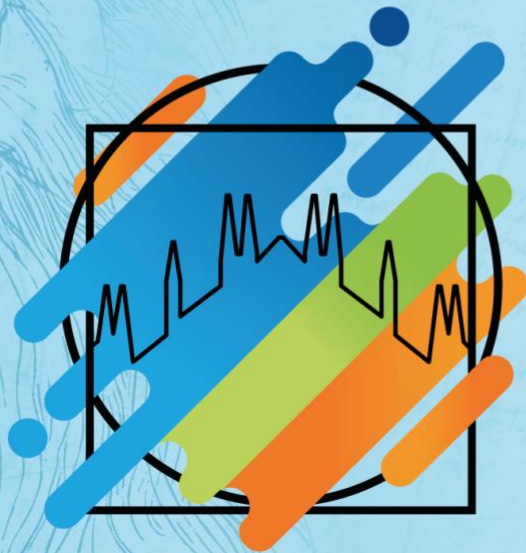




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BOOK OF ABSTRACTS



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CP 54 - A systematic review of empirical and normative decision analysis of risk in sustainable supply chain management

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This paper aims to systematically review literature on sustainability-related supplier risk management from the perspective of the two branches of decision theory, rationalist, normative models on how decisions should best be made, and behavioural, empirical models of how decisions are actually made in reality. We use a four stages typology combining a number of decision making frameworks. This finds multi-criteria decision models the most prevalent among 47 papers found, but with an increasing use of fuzzy heuristics. 14 articles had an approach on sustainability risk centred on ethical business conduct issues, and corporate social responsibility is employed in 8 papers.

Keywords: Sustainable supply chain; Decision making; Behavioural decision making; Risk management; Analytical model

CP 58 - The "I" in Sourcing Teams: Motivational Effects on Status Conflict and Team Outcomes

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Our research extends knowledge of functional goals as a determinant of managers' behavior in cross-functional sourcing teams by intersecting the perspective of individual psychological needs. We find that psychological needs significantly affect conflict in sourcing teams and interact with functional goal misalignment to influence both team consensus and final performance. Our study contributes to the growing behavioral literature on sourcing teams and to the scarce team-level motivation literature. Our findings provide guidance on how to compose sourcing teams to optimize their decision outcomes when functional goal misalignment exists.

Keywords: Sourcing; Team; Goals; Psychological needs

CP 68 - Fit in buyer-supplier relationships: Examining compatibility and complementarity of culture, operations and resources in satisfactory buyer-supplier relationships

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Purchasing function can aim to satisfy suppliers to obtain a preferred customer status with important suppliers to receive a preferential treatment. This research examines whether cultural compatibility, operational compatibility and resource complementarity of buyer and supplier do influence the supplier's perception of the buyer and lead to a preferred customer status. A differentiation between direct and indirect procurement is made. The results show that cultural compatibility is an important influencing factor for achieving supplier satisfaction. Operational compatibility has shown an effect on preferred customer status in the context of indirect procurement, whereas resource complementarity has an effect for direct procurement.

Keywords: Organizational fit; Compatibility; Complementarity; Supplier satisfaction; Indirect procurement