

**RELATIONSHIP BETWEEN PURCHASING
STRATEGIES, PURCHASING INTEGRATION AND
PURCHASING PERFORMANCE IN THE
SRI LANKAN MANUFACTURING SECTOR**

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Research thesis submitted in partial fulfillment of the requirements for the
MBA in Supply Chain Management Post Graduate Degree

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DECLARATION

I declare that this is my own work and this thesis/dissertation does not incorporate without acknowledgement any material previously submitted for a degree or diploma in any other University or Institute of higher learning and to the best of my knowledge and belief it does not contain any material previously published or written by another person except where the acknowledgement is made in the text. I retain the right to use this content in whole or part in future works (such as articles or books).

Signature:

Date:

29th October 2023

The above candidate has carried out research for the PhD/MPhil/Masters thesis/dissertation under my supervision. I confirm that the declaration made above by the student is true and correct.

Name of Supervisor: Prof. Niles Perera

Signature of the Supervisor:

Date:

.....

2nd November 2023
.....

Signature

Date

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ABSTRACT

The goal of this research is to look into how purchasing strategies affect purchasing performance in Sri Lanka's manufacturing sector, with purchasing integration serving as a mediating factor.

An overall response rate of 83% was obtained from 121 questionnaires that were distributed via email and telephone interviews, and 100 of those questionnaires contained all the data necessary for statistical analysis. These questionnaires were gathered from critical purchasing units of Sri Lankan manufacturing firms. The link between purchasing strategies, purchasing integration, and purchasing performance was investigated through quantitative analysis.

The results of the research demonstrate a notable positive impact of purchasing strategies on purchasing performance. Additionally, both strategic purchasing alignment and cross-functional purchasing integration partially mediate the link between purchasing strategies and purchasing performance.

Therefore, purchasing managers in production organizations should prioritize both strategic and lateral purchasing integration to effectively leverage the benefits of purchasing strategies and enhance purchasing performance. Moreover, top management in manufacturing organizations should recognize the importance of involving the purchasing function in the strategic planning process of the firm.

Keywords: Purchasing strategies, Strategic purchasing integration, Lateral purchasing integration, Purchasing Performance.

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LIST OF ABBREVIATIONS

Abbreviation	Description
PS	Purchasing Strategies
PP	Purchasing Performance
SPI	Strategic purchasing integration
LPI	Lateral purchasing integration

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