

THE SUMMARY OF PHD DISSERTATION

Jakub Brzeziński

THE ROLE OF CONTRACT MANAGEMENT IN DEVELOPING SUPPLIER RELATIONSHIPS

The economic environment and the conditions for the operating of supply chains are undergoing constant transformation, which is reflected in the market situation and the activities of enterprises. In the face of changing rules of competition and the development of management strategies toward closer cooperation in supply chains, a permanent element of the relationship between business entities are the contracts that obligate them. Contracts are the foundation of the purchasing process, determining the rights and obligations of suppliers and customers. At the same time, they regulate the course of transactions and formalize the relationship between trading participants, sanctioning their obligations to perform certain actions in the future.

The main objective of the dissertation was to determine the role of contract management in the development of supplier relationships in the B2B market. In addition, the following specific objectives were formulated:

1. Determining the importance of contract management in the purchasing process.
2. Identifying the factors of the supply chain internal and external environment that determine contract management.
3. Determining the importance of contract management stages in the development of B2B relationships.
4. Determining the importance of risk treatment in the development of B2B relationships.
5. Determining the importance of contract management in the risk treatment in the purchasing process.

Specific objectives 1 and 2 were addressed in the theoretical part of the dissertation. To achieve the remaining objectives, it was necessary to formulate the corresponding research questions presented in the empirical part of the dissertation. Five hypotheses were also developed to address the research problem. The hypotheses were verified based on the results of a quantitative survey, conducted using the Computer Assisted Telephone Interview (CATI).

The survey covered medium and large enterprises in the chemical, electrical and automotive industries. Purposive selection of respondents was used, limiting them to managers responsible for purchasing. The designation of such a defined group of respondents was aimed at reaching employees whose competencies include contract management and the development of relationships with suppliers. The survey included 101 companies that fulfilled the research assumptions.

The formulated goals and hypotheses were followed by the structure of the dissertation, consisting of four chapters, introduction and conclusions. In the first chapter of the dissertation, the evolution of the purchasing function in business operations was described and definitions related to purchasing in the supply chain were reviewed. The purchasing process was also characterized, describing its course in its various stages. The second chapter was devoted to characterizing the relationships between actors in the supply chain. It discusses the interrelationships of companies, focusing on relationships with suppliers. The different types of relationships were presented, emphasizing the importance of partner relationships. Reference was made to risks occurring in inter-organizational relationships, identifying their sources. Methods of controlling purchasing risk were also identified. The substance of the third chapter covered issues related to contract management in the purchasing process and its role in developing relationships with suppliers. The context regarding contracts in legal terms was outlined, pointing out the basic legal provisions for contracting with particular emphasis on the sales contract. Scientific theories referring to contracts and business-to-business transactions were also reviewed. The process of contract management was described and its various stages, emphasizing the importance of using contractual clauses with regard to relations with suppliers. The fourth chapter covered the characteristics of the various stages of the research process. The results of the study conducted and the statistical analysis allowing for the verification of the hypotheses were also presented. The considerations presented in the dissertation, based on the results of the literature analysis and empirical research, allowed to formulate a number of conclusions on the investigated problem and recommendations for business practice.