

# How supplier management behaviors affect purchasing performance levers

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## Abstract

This paper addresses how supplier management behaviors affect four purchasing performance levers. The behaviors are based on four strategy theory-based rent generation concepts (monopoly rents, Ricardian rents, Schumpeterian rents, relational rents). The purchasing performance constructs are based upon a conceptual analysis and are empirically tested for the first time. The applied research method is a partial least squares structural equation modeling approach. The study results mainly confirm the hypothesized influence of specific supplier management behaviors on different purchasing performance levers. The study results provide a more detailed insight into the consequences of supplier management behaviors for the generation of competitive advantages.

**Keywords:** supplier management, competitive advantages, buyer-supplier relationships, purchasing performance, strategy theory.