# Article information:

(PDF) An exploratory study of ‘close’ supplier–manufacturer relationships | Marek Szwejczewski - Academia.edu  
<https://www.academia.edu/17587277/An_exploratory_study_of_close_supplier_manufacturer_relationships>

# Article summary:

1. Close relationships with selected suppliers can enable manufacturers to reduce costs, improve quality and enhance product development.

2. The specific attributes of close supplier-manufacturer relationships are not well understood, leading to confusion in the use of the term "partnership".

3. A novel approach using repertory grid technique was used to interview 39 managers responsible for purchasing, providing insights into how manufacturers expect more from their suppliers than just reliable deliveries of high-quality, well-priced parts and components.

# Article rating:

Appears strongly imbalanced: The article is written in a biased or one-sided way, and the information it provides is not trustworthy enough to be considered a reliable source. You should consult other sources to find reliable information on the presented issues.

# Article analysis:

该文章主要探讨了供应商与制造商之间的“亲密”关系，并介绍了一种心理学技术来揭示这种关系的特征。然而，该文章存在以下问题：

1.潜在偏见及其来源：该研究只针对德国制造业进行，可能无法代表其他国家或地区的情况。此外，研究者本身可能有偏见，例如认为合作伙伴关系总是有益的。

2.片面报道：该文章只强调了亲密关系的优点，但并未提到其缺点或风险。例如，过于依赖某个供应商可能会导致单一来源风险。

3.无根据的主张：该文章声称亲密关系可以帮助制造商降低成本、提高质量和促进新产品开发，但并未提供足够的证据来支持这些主张。

4.缺失的考虑点：该文章没有考虑到不同类型的供应商（如小型企业）可能无法承担与大型制造商建立亲密关系所需的成本和资源。

5.所提出主张的缺失证据：该文章声称使用心理学技术可以揭示亲密关系的特征，但并未提供足够的证据来支持这一主张。

6.未探索的反驳：该文章没有探讨可能与亲密关系相矛盾的因素，例如竞争压力或供应商的利益冲突。

7.宣传内容：该文章似乎旨在宣传亲密关系的优点，并未提供客观的分析和讨论。

8.偏袒：该文章似乎更加关注制造商的需求和期望，而忽略了供应商的角度和利益。

综上所述，该文章存在多个问题，需要更全面、客观地考虑供应商与制造商之间的关系。

# Topics for further research:

* Limitations of the study
* One-sided reporting
* Lack of evidence for claims
* Failure to consider different types of suppliers
* Lack of evidence for psychological techniques
* Unexplored counterarguments

# Report location:

<https://www.fullpicture.app/item/be0754dd209b8ff941f5735307a16477>