

The Research Centre of the Faculty of Economics
cordially invites you to a research seminar
on **Wednesday, 28th March 2018**
at **10 a.m.** in room **P-119**
at the **Faculty of Economics, University of Ljubljana**

Author:

Dr. Thorsten Makowski

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will present the article:

“From supply maturity to collaboration maturity”

“The ultimate goal of procurement is to excel the (financial) performance of companies. The research addresses in a first step which levers procurement has to deliver on this performance and groups them into three fundamentally different categories: Operational value levers, financial value levers and growth levers.

In the second part is analyzed whether there is a natural pattern how companies deliver on those value levers and whether there is any linkage between value creation and available resources. It can be empirically observed that five different maturity phases exist, where procurement typically starts as a supportive internal service provider and increases the complexity of its functional value from step to step, with each step needing more infrastructure resources. Analyzing the sequence of infrastructure resources we found that successful companies start with investing in controlling first, followed by process standardization and strategy definition.

Procurement can be seen as a communication bridge between the inside and outside of a company. Therefore it is not surprising that smart processes and good communication are important for its success. If this is the case, good collaboration should matter. In our recent research we start to analyze, what defines good (procurement) collaboration, and whether collaboration evolves over similar maturity levels, like procurement itself does.”

You can register for the free seminar by phone (01) 58-92-490, or via e-mail:
research.seminars@ef.uni-lj.si by Tuesday, 27th March 2018.

You can find all information regarding future research seminars on following link:
http://www.ef.uni-lj.si/raziskovanje/seminarji_in_konference

We look forward to seeing you!

