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Purchasing and supply management in industrial start-ups: A critical review and research agenda

Industrial start-ups must develop, as established companies, a supply chain to grow. But new business ventures have usually limited resources and suffer from liabilities that hinder the development of the needed external business relationships, typically with suppliers. Although purchasing and supply management is a critical skill to develop for start-ups, research on how new ventures source and develop relationships with suppliers is still in its infancy.

Therefore, in this article we offer a systematic literature review on how start-ups manage sourcing strategy and supplier relationships throughout their different development stages. Accordingly, we raise the following research question: how do start-ups manage their purchasing and supply activities? Specifically, the paper contributes to the literature by identifying the key gaps and drawing-up an agenda for future research.

Keywords: Purchasing and supply management, manufacturing start-ups, new ventures.

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