

Stages in (B2B) Procurement Process

Table 2 (Continued)
Scale items and measurement model results

	Construct reliability	Lamda loading
<i>Procedural control</i> ^a	0.79	
This organization didn't have an established way of doing things for this purchase situation ^b		0.79
We didn't have clear-cut rules about how to make this purchase ^b		0.76
Responsibility was not clearly defined for the accomplishment of each step of the purchase procedure in this situation ^b		0.61
When the need arose, there were no existing guidelines about how to fill it ^b		0.61
<i>Search for information</i> ^c	0.84	
To what extent did you or others specifically search for information on the reliability of supplier(s)?		0.89
To what extent did you or others specifically search for information on capabilities of supplier(s)?		0.83
To what extent did you or others specifically search for information on the level of quality required?		0.66
To what extent did you or others specifically search for information on the alternative sources of supply?		0.59

^a Seven-point response cues anchored at strongly disagree (1) and strongly agree (7).

^b Responses to this item were reverse scored.

^c Seven-point response cues anchored at were not at all (1) and very much (7).

Hunter, Gary K., Michele D. Bunn, and William D. Perreault, Jr. (2006),
"Interrelations among Key Aspects of the Organizational Procurement Process,"
International Journal of Research in Marketing, 23, 2 (June), pp. 155-170.