

## Relational Supply Contracts

**Optimal Concessions in Return Policies for Continuous Quality Improvements**

Ladenpreis: 54,99EUR

**ISBN:** 978-3-642-02790-1

**Auflage:** 2010

**Verlag:** Springer, Springer Berlin

**Erscheinungsdatum:** 15.10.2009

**Autoren:** Höhn Michaela Isabel

**Reihe:** Lecture Notes in Economics and Mathematical Systems

### WEITERE INFORMATIONEN UND BESTELLUNG

<https://shop.lexisnexis.at/relational-supply-contracts-9783642027901.html>

### Details

Supply relations are often governed by so-called relational contracts. These are informal agreements sustained by the value of future cooperation. Although relational contracts persist in practice, research on these types of contract is only emerging in Operations and Supply Chain Management. This book studies a two-firm supply chain, where repeated transactions via well-established supply contracts and continued quality-improvement efforts are governed by a relational contract. We are able to characterize an optimal relational contract, i.e., to develop policies for supplier and buyer that structure investments in quality and flexibility in a way that no other self-enforcing contract generates higher expected joint surplus. A second goal is to compare the performance of different returns mechanisms in the context of relational contracting (quantity flexibility and buy-back contracts). Industry studies motivate the presented model.

**Wir haben andere Produkte gefunden, die Ihnen gefallen könnten!**



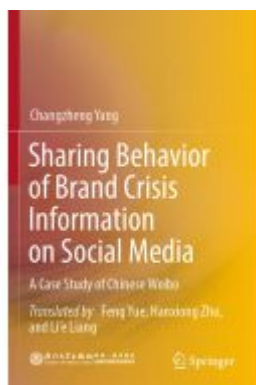
Hoffnungsschimmer  
Ladenpreis: 20,60EUR



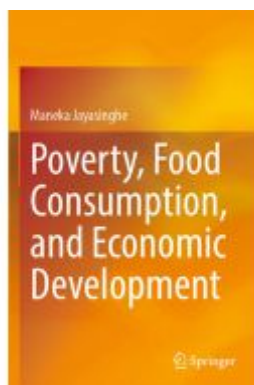
Geschäftspartner-Management  
Ladenpreis: 61,70EUR



Strategic Games on Stage  
Ladenpreis: 131,99EUR



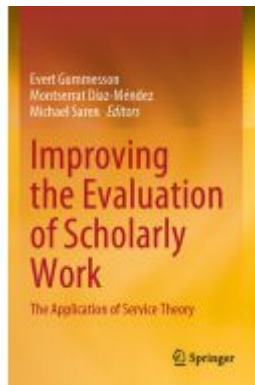
Sharing Behavior of Brand Crisis  
Information on Social Media  
Ladenpreis: 153,99EUR



Poverty, Food Consumption, and Economic  
Development  
Ladenpreis: 120,99EUR

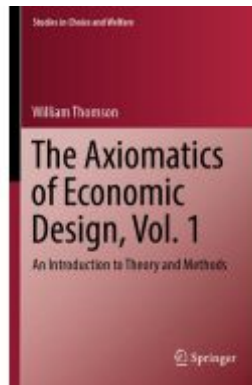


Mental Health at Work  
Ladenpreis: 25,60EUR



Improving the Evaluation of Scholarly Work

Ladenpreis: 164,99EUR



The Axiomatics of Economic Design, Vol. 1

Ladenpreis: 65,99EUR



Risikomanagement im Unternehmen

Ladenpreis: 61,68EUR



Zukunft meistern

Ladenpreis: 30,80EUR