

Propositions belonging to the Dissertation

## **In Pursuit of Supplier Knowledge**

Leveraging capabilities and dividing responsibilities  
in product and service contexts

By Robert Suurmond

1. Extensive involvement of suppliers through the delegation of design and development responsibilities has a positive effect on new product development efficiency and effectiveness (*this dissertation, Chapter 2*).
2. The application and re-combination of existing supplier knowledge, rather than the generation of new ideas and concepts, leads to successful product development (*this dissertation, Chapter 2*).
3. Developing proper and clear business service specifications to achieve quality requires the involvement of suppliers in early stages of the sourcing process (*this dissertation, Chapter 3*).
4. A service triad is not a service triad is not a service triad. No two service triads are operationally identical, despite their structural likeness (*this dissertation, Chapter 4*).
5. Organizations that leverage dynamic capabilities and delegate responsibilities in innovation can integrate supplier knowledge more efficiently and effectively (*this dissertation, Chapter 5*).
6. “As with scientific hypotheses, what matters is always the next trial, and the result of that can never be guaranteed.” (Loasby, 1988, p. 144). Therefore, replication studies and meta-analysis can be used to test hypotheses across studies and contexts and develop a more comprehensive answer to intriguing research questions.
7. Managing innovation and quality relies on the knowledge and expertise of suppliers and requires internal capabilities for managing the knowledge integration process effectively.

8. “Compelling theories are at their core compelling stories.” (Shepherd & Suddaby, 2016, p.60). Qualitative insights from real-life cases in combination with quantitative insights about effects generate enticing stories.
9. In order to advance the fields of purchasing and supply management research and innovation research, more scholarly attention should be given to buying and innovating services.
10. An extended role for purchasing in innovation also requires a different internal organization and other (purchasing) skills and competences.
11. Once you have a Ph.D ... every meeting you go to becomes a doctor's appointment. (Unknown origin)