



648 | 63

Views | CrossRef citations to date | 1 Altmetric

Original Articles

Integrated model for supplier selection and negotiation in a make-to-order environment

A. Cakravastia & K. Takahashi *

Pages 4457-4474 | Received 01 May 2004, Published online: 21 Feb 2007

🗨️ Cite this article 🔗 <https://doi.org/10.1080/00207540410001727622>

Sample our
Economics, Finance,
Business & Industry Journals
>> **Sign in here** to start your access
to the latest two volumes for 14 days

📄 Full Article

🖼️ Figures & data

📖 References

🗨️ Citations

📊 Metrics

📄 Reprints & Permissions

Read this article

🔗 Share

Abstract

The paper deals with the development of an integrated supplier selection and negotiation process for multiple parts/materials procurement. The main objective is to integrate decisions in the internal supply chain of a make-to-order manufacturer. Two main decisions during the negotiation process are considered: (1) the manufacturing planning decision responsible for determining the production schedule and fabrication lot size and (2) the supplier selection decision concerning which suppliers are selected for company business and the order volume allocated to each selected supplier. The model is designed to support the negotiation process by generating a set of effective alternatives in each negotiation period. Its structure is multi-objective and non-linear. The combination of the interactive weighted Tchebycheff method and Benders decomposition method is applied to generate a set of effective alternatives to support the decision-maker in each negotiation period.

Related Research Data

A decision support system for supplier selection using an integrated analytic hierarchy process and linear programming

Source: International Journal of Production Economics

A fuzzy due-date bargainer for the make-to-order manufacturing systems

Source: IEEE Transactions on Systems Man and Cybernetics Part C (Applications and Reviews)

DEMAND MANAGEMENT: THE EVALUATION OF PRICE AND DUE DATE NEGOTIATION STRATEGIES USING SIMULATION

Source: Production and Operations Management

Determination of paths to vendor market efficiency using parallel coordinates representation: A negotiation tool for buyers

Source: European Journal of Operational Research

Integration of assembly and fabrication for make-to-order production

Source: International Journal of Production Economics

An analytic basis for decision support in negotiations

Related research

People also read

Recommended articles

Cited by
63

Information for

[Authors](#)

[R&D professionals](#)

[Editors](#)

[Librarians](#)

[Societies](#)

Opportunities

[Reprints and e-prints](#)

[Advertising solutions](#)

[Accelerated publication](#)

[Corporate access solutions](#)

Open access

[Overview](#)

[Open journals](#)

[Open Select](#)

[Dove Medical Press](#)

[F1000Research](#)

Help and information

[Help and contact](#)

[Newsroom](#)

[All journals](#)

[Books](#)

Keep up to date

Register to receive personalised research and resources by email



Sign me up



Copyright © 2025 Informa UK Limited [Privacy policy](#) [Cookies](#) [Terms & conditions](#)

[Accessibility](#)

 Taylor and Francis Group

Registered in England & Wales No. 01072954
5 Howick Place | London | SW1P 1WG