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# Quantity discount versus lead time-dependent discount in an inter-organizational supply chain

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## Abstract

Supply chain management refers to the integrated management of a set of activities from the ordering and receiving of raw material through manufacturing of products to the distribution and delivery to the customers. One of the main mechanisms used to coordinate the efforts of an inter-organizational supply chain are incentive systems.

This research examines the impact of quantity discount versus lead time-dependent discount on the performance of an inter-organizational supply chain. The paper analyzes the impact of these discounts on the supply chain. The paper also examines the impact of these discounts on the supply chain. The paper also examines the impact of these discounts on the supply chain.

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