



Approaches to identifying suppliers

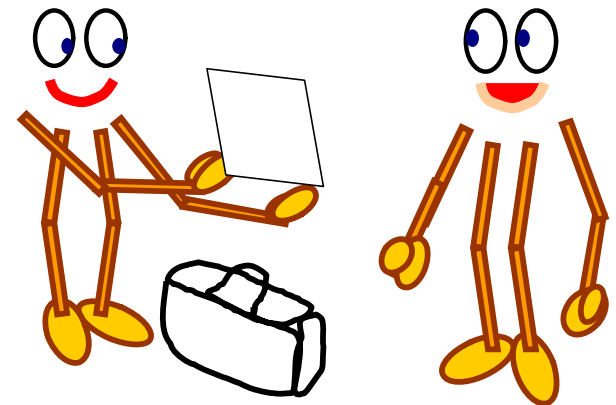
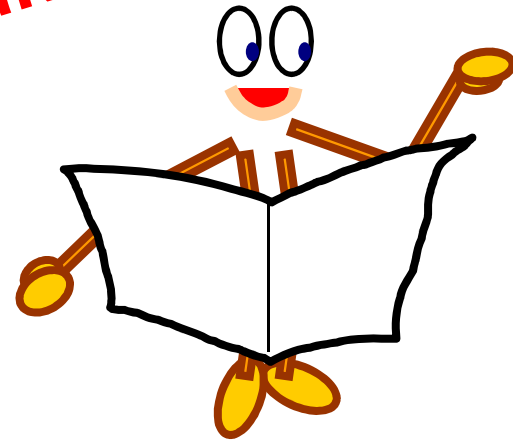
- Write down five advantages of dealing with suppliers who were first to contact you:

Preview from Notesale.co.uk
Page 3 of 21

- Write down five advantages of dealing with suppliers whom you were first to contact, following an active search:

Where to get information for supplier appraisal?

- ★ Published sources
- ★ Supplier questionnaires
- ★ Supplier visits
- ★ Supplier client references





Supplier references

- Describe five situations where, in your experience, you would need to contact a potential supplier's customers (e.g., by phone) in order to obtain the information you need.

Preview from Notesale.co.uk
Page 21 of 21

- Describe three situations where you think it would be justified to actually visit one or more of a potential supplier's customers, even if the customer were located abroad.