

CHAPTER FIVE

CONCLUSION

This survey was carried out largely based on first hand experience. Suggestions proposed are specific and direct to the problems faced and has taken into consideration of the company's norms and culture. If these proposals are fully implemented, it will give a competitive edge over the competitors in terms of quality, cost and delivery.

As a conclusion, NECSEM can improve its Purchasing Management to the best situation as long as Purchasing section continue to highlight areas for improvements. Once the top management sees the importance of it, the chance of getting full corporation from all departments is very high due to the style of Japanese management who believes in consensus decision making. This will ensure full commitment from all parties and responsibility is shared.

Further study should be carried out on the ethics in purchasing management. Ethics are moral principles that define right and wrong behavior which are universally accepted by the society. Many purchasing managers live in an uneasy peace with ambiguous signals received from top management about how to deal fairly with vendors while achieving corporate purchasing goals. Suggestion to have a written policies in an organization is to provide guidelines for decision making and action so that different employees facing generally similar, repetitive situations will handle them in a consistent way to achieve the organization's goals.