

THE EFFECT OF SOURCING STRATEGIES ON SUPPLIER PERFORMANCE IN THE GHANAIAN UPSTREAM OIL AND GAS INDUSTRY.

NAME: Joseph Dankwah.

Abstract

The concepts of sourcing strategies, including single sourcing, multiple sourcing, and partnership sourcing have been of interest to researchers. However, these concepts were studied in isolation from each other, with little focus on their effect on supplier performance in the oil and gas industry of emerging economies. This study seeks to fill this gap to investigate the effect of sourcing strategies on supplier performance in the upstream oil and gas industry of Ghana. The study adopted the explanatory sequential approach through the use of both quantitative and qualitative methods. This mixed- methods approach helped to deal with the limitations of each method. This study is novel given that it brings together all the concepts of sourcing strategies that have been studied in isolation by other studies in a single study. The study contributes to the literature by exploring the extent to which the relationship between the sourcing strategies and supplier performance is moderated by control mechanisms including output control and process control. The findings of this study revealed that single sourcing and partnership sourcing strategies are positively related to supplier performance within the upstream oil and gas industry of Ghana. It implies that managers must pay attention to building partnerships with suppliers to reduce cost, risk, and to promote information sharing. The application of this study is limited to the upstream oil and gas industry. Therefore, further study is required in the downstream oil and gas industry to compare the outcomes.

Keywords: Sourcing strategies; partnership sourcing; single souring; multiple sourcing: supplier performance.