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Abstract

The activities within organizations are reflected by the society they work in and consequently, the local culture has an impact also on the purchasing activities. Moreover, when the purchasing organization is publicly owned and uses public funding, also the EU procurement directives come into the picture and regulate the purchasing activities. This thesis focuses on the purchasing process of these public organizations and scrutinizes the effects law and culture have on the process.

This study intends to contribute to this theme by researching the purchasing process of public transport authorities (PTA's). In order to detect the impact of local culture on the process, the PTA's in two cultural areas, in Germany and the Nordic countries are studied.

Accordingly, the purpose of the study is *to understand how legal and cultural aspects are reflected in a purchasing process*. The purpose is examined through three research questions: 1. How does the purchasing process of a PTA take place? 2. How do the EU directives impact this process? And 3. What kind of effects does the local culture have on the process?

This research is a qualitative case study and furthermore an instrumental case study. The data was collected through 13 interviews. First three expert interviews were held, after which five PTA's in both cultural areas were interviewed.

The main research findings indicate that a purchasing process of a PTA consists of four dynamic phases: Problem recognition, information search, Request for proposal (RFP) preparation and Evaluation & supplier selection, each regulated by the EU directives. Each phase was found to include two behavioral activities to which the culture has an impact within each phase. Furthermore, this research also indicates that the local culture determines the process through three different aspects in Germany and in the Nordic countries. These aspects are the degree of: 1. Consideration of others, 2. Hierarchy and decision-making structures and 3. Rule compliance. The law is intended to regulate the whole process, but the extent to which it in reality is reflected is defined through the third aspect of culture, "Rule compliance".

Key words	Organizational purchasing, Public procurement, Culture, Public Transport
Further information	