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## **A COMPARATIVE STUDY ABOUT THE PURCHASING MANAGEMENT OF NPR GOODS AND SERVICES**

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**Abstract.** So far, the purchasing of non-product related goods and services (NPR) has only gained limited attention from managers and researchers. For a variety of reasons, only a small part of all purchasing activities in an organization is actually carried out by the purchasing department. In particular, the purchasing of NPR items and services often seems to take place without the involvement of the purchasing department. In addition, despite the huge savings that reportedly are possible by involving a purchasing specialist in NPR purchasing activities, many managers dedicate only modest attention to these opportunities. We investigated how is organized the NPR purchasing process in three dutch companies and three romanian companies. Based on the empirical findings we made a comparative study about the purchasing management of NPR goods and services. In this paper, we present a theoretical framework of monitoring and controlling the NPR purchasing process, framework that we developed based on literature review and empirical findings. Also, we draw conclusions and formulate recommendations for managers about how they could more effectively organize their purchasing function.

**JEL Classification:** L80, M19

**Keywords:** purchasing management, NPR goods and services, strategy

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