

**The impact of the functions of purchasing management on the organizing performance: An empirical study in Autoexcellence Company for spare parts trading**

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**Abstract**

The Study aimed to identify and analyze the impact of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) on organizing performance in Autoexcellence company for spare parts trading.

Also, the study aimed to identify and analyze of the test of whether existence statistically significant differences in the impact of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) on organizing performance in Autoexcellence compan for spare parts trading which referred to demographic variables (Geographic location, Age, educational attainment and work experience).

The study adopted a descriptive analytical approach through applying a questionnaire to test and analyze the result of hypotheses for the study and its questions, whereas the study population consisted of employees in Autoexcellence company and the total of sample equal (208) workers, The researcher picked out a random sample from the workers and the number of sample individuals equal (141) employee.

This is study applied in all branches of Autoexcellence Company and which distributed in Jordan, Iraq (Erbil & Baghdad) and Palestine.

**It was analyzed the study data by using the statistical program of Social Science (SPSS) and reached to the following key finding:**

* The existence statistically significant of impact at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) on organizing performance in Autoexcellence company for spare parts trading.
* The existence statistically significant of impact at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) on profitability in Autoexcellence company for spare parts trading.
* The existence statistically significant of impact at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) on Customer satisfaction in Autoexcellence company for spare parts trading.
* The existence statistically significant of impact at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) on Market share in Autoexcellence company for spare parts trading.
* The existence statistically significant differences at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) refereed to Geographic location variable.
* Didn't exist the statistically significant differences at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) refereed to age variable.
* Didn't exist the statistically significant differences at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) refereed to educational attainment variable.
* Didn't exist the statistically significant differences at level of (α ≥ 0.05) of functions of purchasing management, including its dimensions (Strategies of purchasing management, Identify and selection of suppliers, study and negotiation of prices and quality, identify of requirements) refereed to work experience variable.

**Also, the study included a number of recommendations, the most mentioned as the following:**

* Support and develop the methods of determination and selection of suppliers to improve the performance in Autoexcellence company for spare parts trading, through establish of contracts with supplier have been included long term plans and strategies and enhance of supplier relationship management.
* Support and encourage the practices of determination of requirements to improve the performance in Autoexcellence Company for spare parts trading, through study of development of requirements in the market and new product for competitors.
* Support and develop the methods of determination and selection of suppliers to improve the performance in Autoexcellence company for spare parts trading, through establish of contracts with supplier have been included incentive scheme and gain the best prices for required products.
* Support and encourage the practices of determination of requirements to improve the performance in Autoexcellence Company for spare parts trading, through cover all products based on the prefer of clients.