

Alternative solution case study

Business



They have been working together for more than 20 years 2. Analyzing case data (if applicable): n/a 3.

Generating Alternatives: Alternative Solution 1: Ask the senior buying to negotiation with them Advantages Disadvantages Senior buyer had been working with them for 20 years, the vendor probably will change their mind or find a better solution that will benefit vendors and Jackson lack doesn't have to find a new vendor Buyer and vendor relationship is maintained Doesn't have to find another vendor Save time ere quality of the products is known

If the negotiation doesn't work, the relationship between senior buyer and the ' endorse might be in trouble Senior buyer might lose his reputation Alternative Solution 2 : Take the risks by ordering the minimum level rhea can still work together with that vendor rhea don't have to find another vendor Senior buyer have been working together for more than 20 years, so they can trust them Maintain the vendor and buyer relationship If the products don't sell well, it will cause a big problem for Jackson They will lose the opportunity to find a better deal from other vendor They still can't return the dated products Alternative Solution 3 - find another vendor lacks can order the quantity that they want Probably will get the ability to return the dated products Set a better deal Hard to find a new vendor that they can trust rhea don't know if the quality of the products will be good or not Take a long time to find a vendor rake a long time to build relationship 4.

Selecting Decision Criteria Able to return the dated products Able to order any quantity that they want laity of product Reduce cost Increase profit

Higher sales 5. Recommended Solution and Justification Ask help from the senior buyer. Since the senior buyer had been working with that ' endow for more than 20 years, they probably will change their mind. If this success, lacks doesn't have to find a new vendor, and therefore, keep the relationship between this vendor and Jackson Company, save time, and they already know the quality of their products as well. 5.

Action/lamentation Plan Make appointment wit Negotiate with them n the vendors