

JOURNAL OF BUSINESS LOGISTICS

Call for Papers: Special Topic Forum

LEVERAGING LOGISTICS DECISIONS FOR EFFECTIVE BUYER-SUPPLIER RELATIONSHIPS

Logistics has long been recognized as a boundary-spanning function that links planning and operational departments across the firm and businesses across the supply chain. In serving as the physical linkage that connects companies, logistics decisions hold great promise for improving the effectiveness of buyer-supplier relationships. In turn, effective buyer-supplier relationships contribute to the operational and financial well-being of both the buyer and the supplier.

Against this backdrop, this Special Topics Forum calls for articles focusing on the *role of logistics* in facilitating or hindering the development, maintenance, and, as appropriate, dissolution of buyer-supplier relationships. In particular, we are interested in how and why logistics management strategies and activities, performed in-house or by third-parties, affect buyer-supplier relationship evolution, structure, and performance. Exemplary topics include, but are not limited to:

- *Logistics decisions and their impact on emerging governance and structural forms of buyer-supplier relationships.*
- *The role of logistics in supporting broader/emerging forms of buyer-supplier relationships (triads, etc.).*
- *Role of the logistics function and logistics service providers in managing cross-cultural buyer-supplier relationships.*
- *Adoption and success of logistics strategies for distributing and mitigating risks within a buyer-supplier relationship.*
- *Logistics' role in power and dependence among buyers and suppliers in supply chain relationships;*
- *Success and hindrance factors in leveraging technology to integrate logistics decisions or logistics service providers into buyer-supplier relationships.*
- *Collaborative decision-making platforms among buyers, suppliers, and logistics service providers.*
- *Forms of benefits sharing and magnitude of shared benefits in collaborative buyer-supplier relationships involving logistics service providers.*

Suitable submissions can be primarily theory-building or theory-testing in purpose and employ empirical research, analytical, or simulation methods.

All topically appropriate papers will go through JBL's double-blind review process. Submission date for full consideration will be January 31, 2014. Interested authors can learn more, or submit a paper by e-mailing one of the guest editors at dcantor@iastate.edu, Goldsby_2@fisher.osu.edu, or Rungtusanatham_1@fisher.osu.edu.

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