

## TABLE OF CONTENTS

ABSTRACT.....	iv
ACKNOWLEDGMENTS .....	v
DEDICATION.....	vi
LIST OF TABLES.....	vii
LIST OF FIGURES .....	viii
INTRODUCTION .....	1
Overview.....	1
Statement of the Problem.....	3
Relevant Literature.....	5
Potential Contributions and Limitations of the Study.....	7
METHODS .....	8
Research Design.....	8
Data Collection .....	10
RESULTS .....	15
Profile and Statistics of Respondents.....	15
Reliability of Individual Influence Scales.....	18
Regression Analysis of Procurement Work-Flow and Communication.....	18
Network Models.....	21
DISCUSSION.....	25
CONCLUSIONS.....	34
Managerial Implications .....	37
Researcher Implications.....	41
LITERATURE CITED .....	48
APPENDIX.....	54