



Abstract

Supplier selection is an important task within purchasing function in any organisation. Selections of optimum suppliers give competitive advantages for an organization and provide ability to reduce costs and improve the quality of its end products. The focus of this research is to identify the important factors affecting supplier selection in apparel industry of Sri Lanka.

After a literature review and interviews a conceptual framework has been developed. The research method was quantitative and a questionnaire was used as the research instrument in gathering data. The questionnaire is mainly concerned with the understanding the profile of the respondent company and level of importance in supplier selection criteria based upon the variables that are identified through literature review and interviews. SPSS 16.0 software package has been used to conduct a factor analysis of the data gathered in the research.

The findings of this research conclude that the critical factors affecting the supplier selection in the apparel industry of Sri Lanka are Price and quality of the product, Reliable Service, Supplier's Profile, Service Quality, Indirect Costs of Purchasing, Supplier Relationship Management and Delivery.

Key Words: Sourcing, Supplier Selection, Supplier Selection Criteria, Purchasing