
Editorial

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Biographical notes: Ajay Das, editor *IJISM*, is a Professor in the operations management group at the Narendra Paul Loomba Department of Management at the Zicklin School of Business, Baruch College, New York, NY. He obtained a PhD in operations management from Michigan State University, building on several years of industry experience in supply chain management. His research interests currently concern innovation and quality in the supply chain. He has an extensive research record with publications in leading journals such as *Decision Sciences Journal* and the *Journal of Operations Management*, and welcomes collaborators with similar research interests.

Looking at approaching finals and grading chores, I have a short but interesting issue for our time-pressed scholars.

Saxena, Moser and Rogers use diverse theoretical lens to examine and develop supplier management approaches for specific strategic objectives. Based on an interesting multi-pronged deployment of the market-based, resource-based, capability-based and relational views of strategy, the study proposes and investigates specific supplier management approaches associated with specific competitive advantages obtainable from the supply market. Empirical data is collected and analysed to identify supplier integration strategies guided by corporate strategic and operational priorities.

Returns management is an increasingly important aspect of supply chain design and management. *Vachon, Hajmohammad and Patry* build a model underpinned by inter-organisational justice theory that conceptualises and examines the link between returns management and customer satisfaction in a B2B context. Their research indicates that customer satisfaction is significantly associated with the level of vendor administrative support to customers in the returns process and the performance of the returns process.

Sales and other types of consumer rebates require close integration with the supply base – which in turn, depends on how the profits from such initiatives are distributed in the supply chain. *Saha and Sarmah* propose a new combinatorial policy of instant rebate and consumer rebate and show positive effects on supply chain integration in specific conditions. The problem is also examined using information asymmetric situations. This study makes a significant contribution to the literature on contract and rebate structuring for optimal integration and performance in supply chains.

The remaining study in this issue looks at the partner selection and inventory reduction decision in the auto industry. *Younis, Turner and Tiwari* discuss a process that

identifies capable suppliers, commodity groups to target, and examines ways to exchange information between transacting parties.

I thank the authors for their contributions. Good research informs and enriches the body and community of supply chain knowledge and practice. IJISM continues to welcome submissions of such research in the area of supply chain integration and management.

I would also like to take this opportunity to thank the IJISM editorial board and the many reviewers who have so graciously given of their time and knowledge through the year. My sincere thanks, as always, to our publication editor, Mrs. Barbara Curran, and the entire IJISM support team, for their hard work and consistent support.

Happy Holidays, and Best Wishes for a healthy, happy, and productive New Year! Enjoy the issue.