

Fold each printed sheet in half lengthwise. The left side of the document will list the term and the right side will list the definition. Tape or staple the open edges of your flashcards. Cut out your flashcards on the solid lines indicated and fold them on the dotted lines.

<p>Module 3 <i>Section B: Category Strategy for Sourcing</i></p>
<p>Term Strategic alliance</p>
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A relationship formed by two or more organizations that share information (proprietary), participate in joint investments, and develop linked and common processes to increase the performance of both companies. Many organizations form [these] to increase the performance of their common supply chain.

<p>Module 3 <i>Section B: Category Strategy for Sourcing</i></p>
<p>Term Supplier partnership</p>
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The establishment of a working relationship with a supplier organization whereby two organizations act as one. Syn.: collaborative supply relationship.