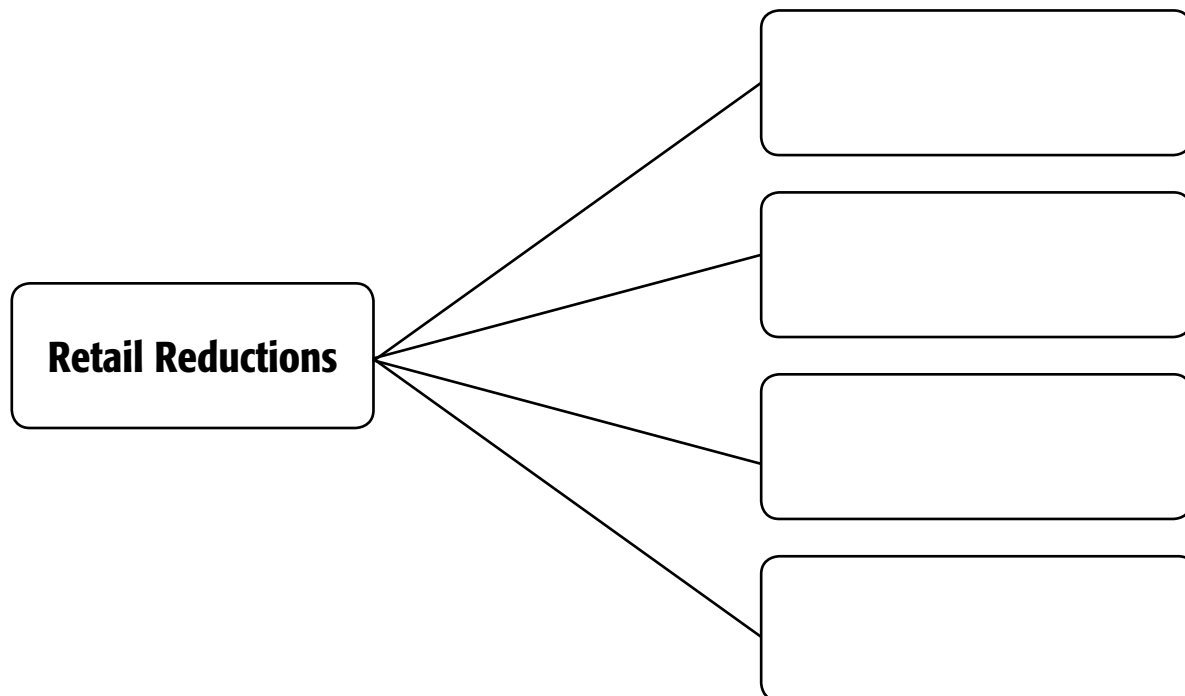


## **Chapter 23 Purchasing**

### **Retail Reductions**

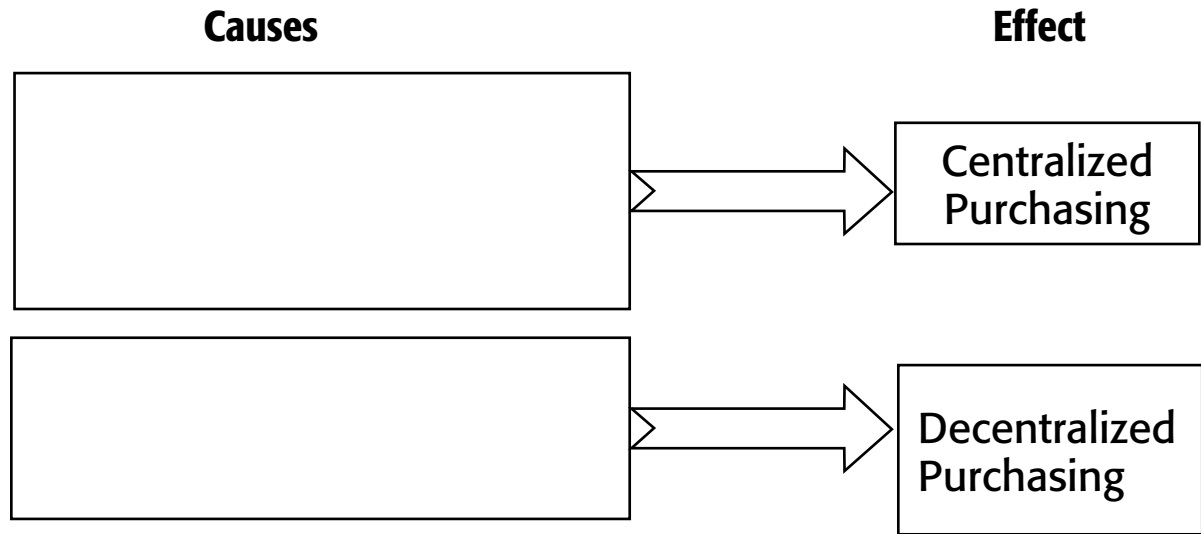
**Directions** Use this graphic organizer to list four common causes of retail reductions.



# Chapter 23 Purchasing

## Centralized versus Decentralized Buying

**Directions** Use this graphic organizer to discuss reasons for centralized or decentralized buying.

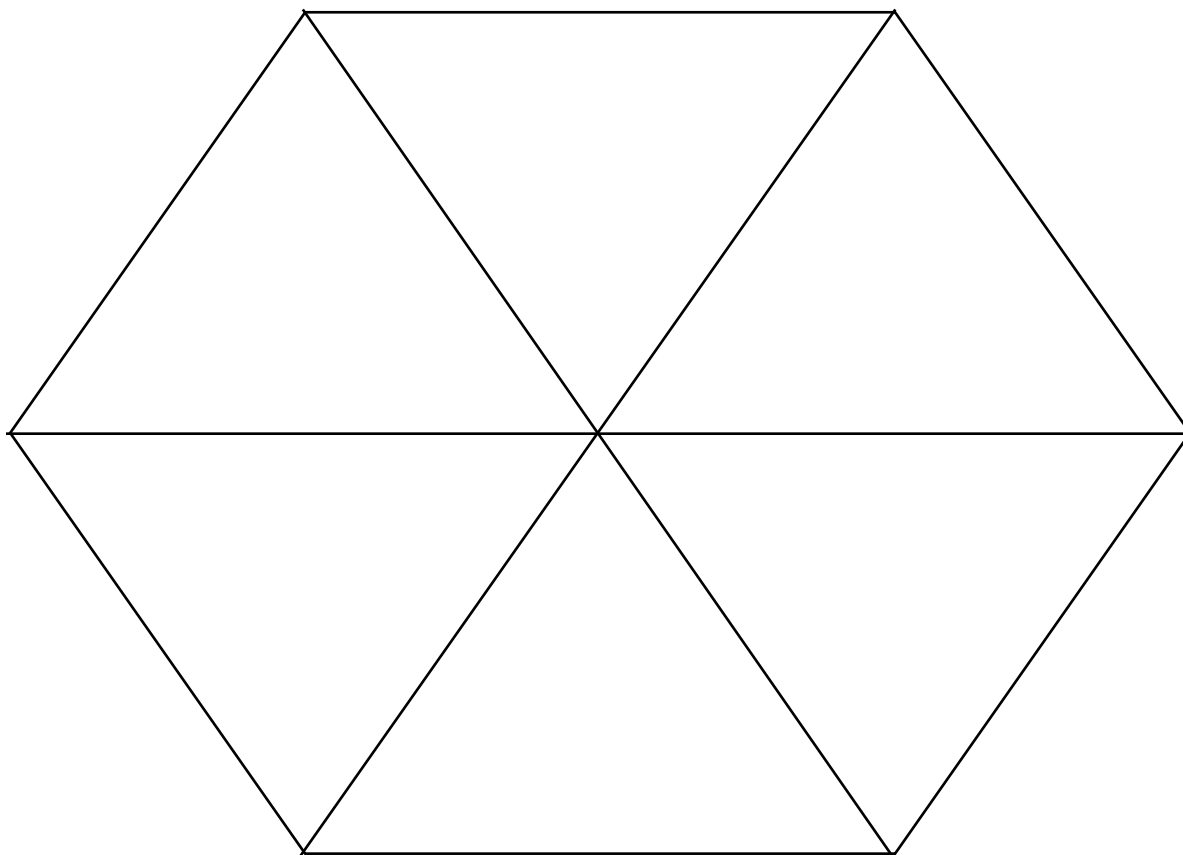


## **Chapter 23 Purchasing**

### **Criteria for Selecting Suppliers**

**Directions** Use this graphic organizer to discuss criteria used to choose a supplier.

### **Criteria for Selecting Suppliers**



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## Chapter 23 Purchasing

### Advantages of B2B e-commerce

**Directions** Use this graphic organizer to discuss the advantages of e-commerce for B2B sales.

