References

Aberdeen Group. (2004). *E-procurement: Finally ready for Prime Time*. Market View Point. Volume 14. Website: http://www.expensewatch.com/IPLS/pdfs/prime_time.pdf

ActivMedia Research. (2000). Business-to-Business online 2000. Report. Website: http://www.bitpipe.com

Albarran, A.B., Goff, D. (Eds.). (2000). Understanding the web: social, political, and economic dimensions of the Internet. Iowa State University Press, Ames.

Arunachalam, S. (1999). Information and Know ledge in the Age of Electronic Communication: A developing country perspective. *Journal of Information Science 25(6)*, pp.465-576.

Athabasca University. (2002). Supply chain management issues study. Media Release, Centre for Innovative Management, May, http://www.athabascaau.ca/scm.

Bakos, Y.J., Brynjolfsson, E. (1992). Why information technology hasn't increased the optimal number of suppliers", *Sloan School of Management WP*. pp.3472-3492.

Banting, P., Beracs, J., & Gross, A. (1991, May). The Industrial Buying Process in Capitalist and Socialist Countries. *Industrial Marketing Management*, 20(2), pp.105-114.

Barber. B.R. (1998). Three Scenarios for the Future of Technology and Strong Democracy. *Political Science Quarterly*. 113(4), pp.573-590.

Batista, C., & Forsberg, L.O. (1997). *Industrial Buying Behaviour in Swedish and Polish Mining Industries*. A comparative study. Licentiate thesis. Lulea University of Technology. IES, 971 87 Lulea.

Bimber, B. (1999) The Internet and citizen communication with government: Does the medium matter? *Political Communication*. 16, pp.409-428.

Bonoma, T. V. (1982. May-June). Major Sales: Who really does the buying Identifying the decision makers and their purchasing motives often requires a psychologist's eve. *Harvard Business* Review. pp.111-119.

Bonoma, T.V., & Johnston, W.J. (1981, Summer). The Buying Centre Structure and Interaction Patterns. *Journal of Marketing*, *45*, pp.143-156.

Braga, CA. (2002). Globalization and Technology: You Can't Put the Genie Back in the Bottle Again", March 2002.

Cafiero, W. (1996). First Electronic Commerce World 1996. *Conference*, Columbus, OH. Electronic commerce on internet-for real!

Chaffey, Dave. (2004). e-Business and e-Commerce Management. 2nd edition, Practice Hall.

Chan, C., & Swatman, P.M. (1999). Business-to-business e-commerce implementation: the case of BPH Steel. Ecommerce Research Forum. MIT, working paper.

- 27 -

Sri Lankan Journal of Management

Volume 14, Number 3

Chen. L. (2000). Consumer Acceptance of Virtual Stores: A Theoretical Model and Critical Success Factors for Virtual Stores. Doctoral dissertation. The University of Memphis, Memphis.

Chiravolo, Tony. (2004). Director of Information Technology. *Advantage Human Resourcing*[®], a leading provider of professional and support-level Talent.

Cisco Systems. (2002). Technical Implementation Guide: e-Procurement. Cisco System. Inc.

Cilek. P., Wolfgang, J., Koch. S., Mild, A., Taudes, A., (2001). The evaluation of IT- investments in Public Sector Organizations, Proceedings of the Eighth European Conference on IT Evaluation. ECITE 2001. Oxford, UK. pp. 43-48.

Commission directive on the mandatory use of standard forms for the publication of contract notices. 2001/78/EC. adopted on 13-09-2001

Crayannis, E.G., & Popescu, D. (2003). Profiling a Methodology for Economic Growth and Convergence: Learning from the EU E-Procurement Experience for Central and Eastern

European Countries. The online Journal at www: sciencedirect.com.

Croom, SR. (2001), Supply Chain Management in the e-Business Era. An Investigation into Supply Chain Strategies, Practices and Progress in e-Business Adoption. Warwick Business School, University of Warwick, Coventry, UK.

Datamonitor. (2000). Global Online Procurement- Market Opportunities to 2004. (DMTC0632 Published 01/2000), p.40.

Davila. A, Gupta. M., & Palmer, R. J. (2003). Moving Procurement Systems to the Internet: The Adoption and Use of e-Procurement Technology Models. *European Management Journal*, 21(1), pp.11-23.

Department of Information Technology, Annual Report 2007-08, Ministry of Communications and Information Technology, Government of India.

Dobler, D.W., & Burt, D.N. (1996). *Purchasing and supply management*. 6th ed, New York: McGraw-Hill.

Dutton, W.H., (1999). The web of technology and people: challenges for economic and social research. *Prometheus*, 17(10), pp.5-20.

Erridge, A., Fee, R., & McIlroy, J. (2001). Best Practice Procurement: Public and Private Sector Perspectives. Gover Pub Co., Burlington, VT.

European Commission (2000), *EcaTT final report*. Electronic commerce and telework trends: benchmarking progress on new ways of working and new forms of business across Europe. EMPIRICA, Project EcaTT98, EP29299, July.

Everard, J. (2000). Virtual states: the internet and the boundaries of the nation-state. Routledge, London.

Gibson, R., & Ward, S. (2000). *Paper presented at the International Political Science Association World Congress Quebec*, August. Social capital, Internet connectedness and political participation: A four country study.

Haas, R.W. (1992). *Business marketing management: an organizational approach*. 5. ed. Boston: PWS-KENT Pub. Co, cop.

Haas, R. W. (1995). *Business Marketing. A Managerial Approach*. 6. ed. Ohio: South-Western College Pub, cop.

Hutt, M. D., & Speh, T. W. (1995) *Business Marketing Management*: a Strategic View of Industrial and Organizational Markets. 5. ed. Fort Worth: Dryden Press, The Dryden press series in marketing.

ITRG (info-tech research group). *A success guide for e-Procurement*. London, Canada, 2002. pp.3.

Jensen, MC. (1991). Eclipse of the public corporation. In: Montgomery. CA. Porter. ME. (Eds.). *Strategy: Seeking and Securing Competitive Advantage*. Harvard Business School Press, Boston, pp. 423-448.

Kalakota, R., & Robinson, M. 2001. *E-Business 2.0. Roadmap for Success*. Addison-Wesley Management, 8(2), pp.111-122

Kauffman, R. G. (1996). Influences on organizational buying choice process: future research directions. *Journal of Business & Industrial Marketing*, 11(3/4), pp.94-107.

Kock, Jr., N.F., & McQueen, R.J. (1996). Is re-engineering possible in the public sector? A *Brazilian case study. Business Change and Re-engineering.* 3 (3), pp.3-12.

Komp, Leonard, L. N. (1999). Validating the electronic commerce success model through the supply chain management model. *Doctoral dissertation*. University of Arkansas, Arkansas.

Kotler, P. (1991). *Marketing management: analysis, planning, implementation*, and *control*. 7th ed. Englewood Cliffs. N.J.: Prentice-Hall, cop.

Kotler, P., & Bloom, P. N. (1984). *Marketing professional services*. Englewood Cliffs. N.J.: Prentice-Hall, cop.

Lesnicar, T. (2002). e-Commerce influence on supply chains. Master thesis. University of Ljublijana, Faculty of Economics, Ljublijana.

Lindemann, M.A., & Schmid, B.F. (1998). Framework for specifying, building, and operating electronic markets. *International Journal of Electronic Commerce*, 3(2), pp. 7-21, winter

Luck, J., & Peabody, J.W. (2000). Improving the public sector: Can reengineering identify how to boost efficiency at a VA medical center? Health Care Management Review, 25(2),

pp.34-44.

Mattson, M. R. (1998). How to Determine the Composition and Influence of a Buying Centre. *Industrial Marketing Manager*, pp.17.

Mechling, J. (1994). Reengineering government: Is there a "there" there?" *Public Productivity* and *Management Review*, 18 (2), pp.189-197.

Mesenbourg, T. L. (2002). Measuring electronic business. February, http://www.census.gov.

Moriarty, Rowland T. (1980), "Conceptual Models of Organizational Buying Behaviour," Harvard Business School, Working Paper, pp.80-36.

Morris, M.H. (1992). *Industrial and Organizational Marketing*, 2. ed. New York: Macmillan Pub. Co.

NECCC e-Procurement Work Group. (2002). e-Procurement: Failure to Implement. Not an Option!" (http://www.ec3.org/downloads/2002/e-procurment.pdf).

Ody, P. (2001a). Supply chain collaboration. *Financial Times*, Twice monthly review of Information and Communications Technology, Wednesday, December 5, pp.x.

Sri Lankan Journal of Management

Volume 14, Number 3

Ody, P. (2001b). Winning idea masks hidden problems. *Financial Times*, Twice monthly review of Information and Communications Technology, Wednesday, December 5, pp.x-xi.

Panayiotou, N.A., Gayialis, S.P., & Tatsiopoulos, I.P. (2004). An e-Procurement System for Governmental purchasing. International Journal of Production Economics.

Podlogar, M., Hribar, U., & Gricar, J. (2001). IT use for e-Commerce: chief information officers' statements. *Journal of Management, Informatics and Human Resources*, 34(3), pp.173-180.

Podlogar, M. (2006). Simplifying Procurement Process by Using E-Commerce. *International Journal of Internet and Enterprise Management* (IJIEM), 4(2).

Pucihar, A. (1999). *Opportunities and threats of e-commerce in organizations in Slovenia*. Master thesis, University of Maribor, Faculty of Organizational Sciences, Kranj, Slovenia.

Puschmann, Thomas, & Rainer Alt. (2005). Successful use of e-Procurement in Supply Chains. Supply Chain Management- An International Journal, 10(2), pp.122-133.

Rajkumar, T.M. (2001). *e-Procurement: Business and Technical Issues*, an Associate Professor Of MIS At Miami University, Oxford, Ohio. Information System Management.

Reeder, R.R., Brierty, E.G., & Reeder, B.H, (1991). Industrial Marketing-Analysis, Planning and Control. 2nd ed. Englewood Cliffs, N.J.: Prentice Hall

RIS. (2001). *Slovene research on the Internet*. report, University of Ljubljana, Faculty of Social Sciences, Slovenia, May, http://www.ris.si

Robinson, P.J., Faris, C. W., & Wind, Y.. (1967). *Industrial Buying and Creative Marketing*. Boston: Allyn and Bacon.

Robinson, P.J., & Faris, C. W., & Wind, Y. (1967, November). Understanding the Industrial Buyer. *Marketing Science Institute*, 3.

Samli, A.C., Willis, J.R.Jr., & Herbig P. (1997). The Information Superhighway Goes International: Implications for Industrial Sales Transactions. Industrial Marketing Management.

Segev, A. Gebauer, J. Beam, C. (1998). *Procurement in the internet age, current practices and emerging trends* (results from a field study). CMIT Working Paper WP-98-1033.

Sheng, M.L. (2002). *The Impact of Internet-based Technologies on the Procurement Strategy.* Proceedings of the 2nd International Conference on Electronic Commerce, Taipei, December.

Smith, P., Berry, C., & Pulford, A. (1998). *Strategic Marketing Communications: New ways to build and integrate communications*. London: Kogan Page Limited.

Sterle, V. (2001). Electronic commerce in procurement process of Ministry of defense (case of Department of defense United States of America). *Journal of Management, Informatics and Human Resources,* 34(3), pp. 143-149.

Treaty establishing the European Community, signed in Rome on 25 March 1957, // europa.eu.int/abc/obj/treaties/en/entocos.htm.

Webster, F. E. Jr., & Wind, Y. (1972, April). A General Model for Understanding Organizational Buying Behaviour. Journal of Marketing. 36, pp.12-19.

Wind, Y., &Thomas, R. J. (1980). Conceptual and Methodological Issues in Organizational Buying Behaviour. *European Journal of Marketing*, pp.239-269.