

## Dr Joe Sanderson

Senior Lecturer  
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Business School

### Contact details

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### Feedback and office hours

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Mondays, 10am to 12noon

Thursdays, 10.30 to 11.30am

### Qualifications

PhD Commerce (Bham)  
BA Politics (Hull)  
Fellow of the Chartered Institute of Purchasing & Supply (FCIPS)

### Biography

#### Head of Procurement and Operations Management Department

Joe joined Birmingham Business School as a lecturer in 2001. Since then, he has been Director of the MBA Strategy and Procurement Management (2001-04), Director of the Doctorate in Business Administration (2006-10), Director of the School's UK Executive MBA programmes (2010-12), and Head of the Procurement and Operations Management Group (2012-13). He is now Head of the Procurement and Operations Management Department (2014- ).

Joe teaches procurement and supply chain management to undergraduate and executive MBA students. He is also a visiting lecturer at the Bartlett School of Graduate Studies, University College London. In 2008 he was made a Fellow of the Chartered Institute of Purchasing and Supply in recognition of his contribution to the advancement of the profession. Joe is a member of the CIPS Aerospace and Defence Procurement Group.

Joe has carried out research, consultancy and competence development activities with a wide range of public and private sector organisations including Rolls Royce, HSBC, IBM, BAE Systems, the NHS and the Ministry of Defence. To date Joe has been principal investigator on two major research projects. One, worth £148,000, looked at the scope to implement supply chain management initiatives in UK naval shipbuilding. This project was used as a REF2014 impact case study. His current project, funded by the National Institute for Health Research (£90,500) and carried out with the University's Health Services Management Centre, looks at the value of procurement and supply chain management thinking for NHS commissioning.

Joe has published several research monographs with colleagues at Birmingham and he has articles in a number of leading UK and US supply chain management and public sector management journals. He is a regular reviewer for *Public Administration*, *Supply Chain Management: An International Journal*, *International Journal of Operations and Production Management* and *Journal of Purchasing and Supply Management*. In 2007 he was recognised as 'Outstanding Reviewer of the Year' for his work on *Supply Chain Management: An International Journal* and he received the 'Outstanding Paper Award' for 2008 from the same journal.

### Teaching

#### Undergraduate

Introduction to Business Strategy and Supply Chain Management (Year 1)

Managing in Business to Business Markets (Year 2)

#### Postgraduate

Strategic Purchasing and Supply Management (GDBA)

Strategic Purchasing and Supply Chain Management (Executive MBA)

### Postgraduate supervision

- Public sector procurement and supply management

- Public - Private Partnerships
- Contracting and governance in large-scale projects
- Supplier relationship and contract management

## Research

Contracting and governance in large-scale projects

Rhetoric and reality of public-private partnerships

Impact of procurement and supply management thinking on public sector

Role of procurement in buying professional services

## Other activities

Member of Editorial Board for 'Supply Chain Management: An International Journal' - ABS 3\*

## Publications

'Revealing gaps in the project management literature: an application of multi-paradigm review to explanations of megaproject governance' *Birmingham Business School Discussion Paper Series* - [view paper \(http://epapers.bham.ac.uk/1722/\)](http://epapers.bham.ac.uk/1722/)

### Journals

'Beyond Intentional Trust: Supplier Opportunism and Management Control Mechanisms in Public Sector Procurement and Contracting', *Policy & Politics*, Fast-track online February 2014, with Chris Lonsdale, Glyn Watson & Fei Peng

'Risk, Uncertainty and Governance in Megaprojects: A Critical Discussion of Alternative Explanations', *International Journal of Project Management*, Vol. 30 No. 4, 2012, pp. 432-443

'Buyer-Supplier Partnering in UK Defence Procurement: Looking Beyond the Policy Rhetoric', *Public Administration: An International Quarterly*, Vol. 87 No. 2, 2009, pp. 327-350

'The Challenges of Supply Strategy Selection in a Project Environment: Evidence from UK Naval Shipbuilding', *Supply Chain Management: An International Journal*, Vol. 13 No. 1, 2008, pp. 16-25, with Andrew Cox, named Outstanding Paper of the Year

'Opportunity and Constraint in Business-to-Business Relationships: Insights from Strategic Choice and Zones of Manoeuvre', *Supply Chain Management: An International Journal*, Vol. 9 (October 2004)

'Managing Appropriately in Power Regimes: Relationship and Performance Management in 12 Supply Chain Cases', *Supply Chain Management: An International Journal*, Vol. 9 (October 2004), with Andrew Cox, Glyn Watson & Chris Lonsdale

'The Impact of Regulation on Buyer and Supplier Power', *The Journal of Supply Chain Management*, Vol. 37 No. 2 (Spring 2001), pp.16-21

'Supply Chains and Power Regimes', *The Journal of Supply Chain Management*, Vol. 37 No. 2 (Spring 2001), pp. 28-35, with Andrew Cox and Glyn Watson

'Passing Value to Customers: On the Power of Regulation in the Industrial Electricity Supply Chain', *Supply Chain Management: An International Journal*, Vol. 4 No. 4 (Autumn 1999), pp. 199-208

'The EU Green Paper on Public Procurement: A Better Way Forward or a Missed Opportunity?' *European Business Journal*, Vol. 10 No.2 (1998), pp. 64-70

'From the Mobilisation of Bias to Trade Wars: The Making and Implementation of the EC Utilities Procurement Rules', *Journal of European Public Policy*, Vol. 1 No. 2 (Autumn 1994), pp. 263-282, with Andrew Cox

## Chapters in Edited Volumes

'Incentives and the Strategic Management of Suppliers', in Waters, D. (ed.), *Global Logistics: New Directions in Supply Chain Management*, 6<sup>th</sup> Edition (Kogan Page, 2010), pp. 49-68, with Glyn Watson and Chris Lonsdale

'Strategic Supply Chain Management: The Power of Incentives', in Waters, D. (ed.), *Global Logistics: New Directions in Supply Chain Management*, 5th Edition (Kogan Page, 2007), pp. 91-106, with Andrew Cox, Chris Lonsdale and Glyn Watson

'Thinking Strategically about Supply Chain Relationship Management: The Issue of Incentives', in Waters, D. (ed.), *Global Logistics and Distribution Planning: Strategies for Management*, 4th Edition (Kogan Page, 2003), pp. 104-116, with Andrew Cox, Chris Lonsdale and Glyn Watson

'Thinking Strategically about Supply Chain Management', in Waters, D. (ed.), *Global Logistics and Distribution Planning: Strategies for Management*, 3rd Edition (Kogan Page, 1999), pp. 125-138, with Andrew Cox and Glyn Watson

'Towards a Theory of Optimal Sourcing Strategies in a World of Freer Trade', in Cox and Hines (eds), *Advanced Supply Management: The Best Practice Debate* (Earlsgate Press, 1997), pp. 385-410, with Glyn Watson

'Collective Good Versus Private Interest: Lean Enterprise and the Free Rider', in Cox and Hines (eds), *Advanced Supply Management: The Best Practice Debate* (Earlsgate Press, 1997), pp. 347-384, with Glyn Watson

## Books

*The Right Tools for the Job: On the Use and Utility of Management Tools and Techniques*, Palgrave Macmillan, 2005, with Andrew Cox, Chris Lonsdale & Glyn Watson (70,000 words)

*Business Relationships for Competitive Advantage*, Palgrave Macmillan, 2004, with Andrew Cox, Chris Lonsdale & Glyn Watson (246pages)

*Supply Chain Management: A Guide to Best Practice*, FinancialTimes/Prentice Hall, 2003, with Andrew Cox, Paul Ireland, ChrisLonsdale & Glyn Watson (120 pages)

*Supply Chains, Markets and Power*, Routledge, 2002, Andrew Cox, Paul Ireland, Chris Lonsdale & Glyn Watson (268 pages)

*Power Regimes: Mapping the DNA of Business and Supply Chain Relationships*, Earlsgate Press, 2000, with Andrew Cox & Glyn Watson (94 pages)

*The Political Economy of Modern Britain*, Edward Elgar, 1997, with Andrew Cox & Simon Lee (276 pages)

## Expertise

Purchasing and supply management; public sector procurement (health and defence); contracts and governance in complex large-scale projects (e.g. defence, construction, IT); public-private partnerships

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