



KEY ATTRIBUTES AFFECTING THE EFFECTIVENESS OF  
VENDOR PERFORMANCE TOWARD PETRONAS CARI  
GALI SDN BHD - SABAH OPERATION

SRI HARMASUZI BINTI ABDUL RANI  
2009823847

BACHELOR OF BUSINESS ADMINISTRATION WITH  
HONOURS (MARKETING)  
FACULTY OF BUSINESS MANAGEMENT  
UNIVERSITI TEKNOLOGI MARA  
SABAH

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SRI HARMASUZI BINTI ABDUL RANI

2009923847

Bachelor Business Administration

With Honours (Marketing)

Universiti Teknologi MARA

Kota Kinabalu Sabah.

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## ABSTRACT

Problems stated that the performances of the vendors have not been satisfactory. Problems had existed, especially in the areas of product quality, quantity supplied and meeting the delivery time. However both PETRONAS and vendor companies had differed in what they perceive as the cause of these problems. Besides that, this study also identifies elements that PETRONAS regard as important in a good vendor. It also reveals the inadequacies of the support that vendors receive from PETRONAS, especially in terms of technology transfer. The aim of this study is to discuss the factor that affecting the effectiveness of performance vendor in PETRONAS Carigali Sdn Bhd – Sabah Operation. The researcher had identified several important factors to be discussed which are the manpower quality, buyer-supplier relationship, logistics management and financial power in this study as the key influencing factor that will affect the vendor performance.

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