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## **Exploring the Robustness of Organizational Buying Knowledge: the Case of Purchase Behavior in Public Schools**

This article raises the question whether in-sights into organizational buying mainly acquired through empirical studies in business setting is valid for public organizations. This as such is important because public organizations differ from business firms in several respects. For example, direct competition, i.e. an important "driving force" in business is absent for "true" public organizations. The reported study including purchases undertaken by public schools shows that the novelty of the buying task is positively related to amount of search, and participation in this task – as also have been observed for business firms. It was also found as predicted by economic theory that "power" (size) pays off and relates positively to buying performance.