

Student

Date

Class

Teacher

## Graphic Organizer Section 23.1

# THE ROLE OF THE BUYER

### Graphic Organizer

**Directions:** Draw this chart to write two or three sentences describing the following: industrial, resellers, government, and institutional.

Market	Notes
Industrial	
Resellers	
Government	
Institutional	

## Graphic Organizer Section 23.2

# THE PURCHASING FUNCTION

## Graphic Organizer

**Directions:** Draw this chart to write in three types of purchase situations and four criteria for selecting suppliers.

