

**INDUSTRIAL DETERMINANTS OF ADOPTION OF GREEN
PROCUREMENT IN THE MANUFACTURING SECTOR: A CASE STUDY
OF EAST AFRICAN CABLES LIMITED**

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ABSTRACT

The study mainly focused on the industrial determinants of green procurement in the manufacturing sectors. The objectives of the study were to determine how policy framework, cost of green products, management capacity and recycling of waste affect adoption of green procurement in the manufacturing sectors. Descriptive research design was used where 124 respondents from top, middle and support staff levels of management were selected for the study. Data was collected by use of open and closed ended questionnaires. The questionnaires were analysed by use of quantitative and qualitative techniques. The analysis was then presented in tables and descriptive notes. The study found out that policy framework has an effect on adoption of green procurement in the manufacturing sector, followed by recycling of waste, management capacity and cost of green procurement. The study also found out that awareness of green procurement regulation is key to building organization capacity. The study also revealed that knowledge of internal green procurement regulations plays a significant role in organization capacity. The study also stipulated that policy regulation is an important factor towards enhancing organization capacity. It was also evident that lack of clear definition and evaluation criteria for green procurement is a limiting factor towards industrial adoption of green procurement in the long run. It was recommended that policy framework mechanism should be in form of rules, laws and sanctions that when enforced will result in constraints and inducement to organizations to make necessary adjustments before adopting green procurement as a practice. Additionally, the organization should implement an effective capacity building and awareness programmes to educate key personnel on the importance of green procurement. Finally, the organization should formulate cost reduction mechanism with regards to production of green products. This can be achieved through sorting of products that can be reused which will in turn reduce the cost of making new products.