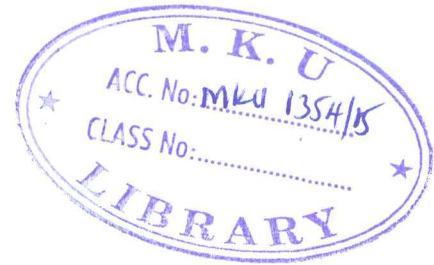


**FACTORS AFFECTING DISTRIBUTION OF DRUGS IN AN  
ORGANIZATION: A CASE OF MISSION FOR ESSENTIAL  
DRUGS AND SUPPLIES**



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## ABSTRACT

The study was aimed at determining the factors affecting distribution of drugs in an organization. The study focused on the factors affecting distribution channel and included the Project managers, stores staff, production staff, accountants and purchasing staff among other department's staff in the organization and was based on the Purchasing process in the organization.

The researcher adopted a descriptive research designs as there are variables which cannot be qualified but can only be described. Through random stratified sampling method the researcher selected 40 respondents out of total population of 80. Data was collected through the administering of questionnaire and qualitative techniques of data analysis and the findings presented through charts, tables and graphics to simple understanding of the findings.

The study found out that to a large extent company policy, staff competence, nature of goods and information technology, affected the distribution channel of drugs. They recommended that the organization explore the use of information technology in its operations.

The study suggested that there was need to do a study on a cost of adapting information technology in the organization. The study also suggested that, a study on the best practices in purchasing and supplies process in the organization to enhance efficiency and lead times.