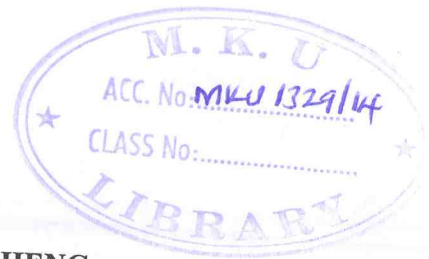


**DETERMINANTS OF THE ADOPTION OF JUST IN TIME PURCHASING
IN THE HOTEL INDUSTRY**

(A CASE OF SAROVA PANAFRIC HOTEL)

BY



WINNIE ALUOCH OCHIENG

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ABSTRACT

Just in time purchasing reduces inventory carrying costs, enables fast detection and correction of unsatisfactory quality and ultimately high quality of purchased goods, enhances administrative efficiency since fewer suppliers will be required, and enhances productivity due to reduced work and inspection. However, there are some challenges involved in the adoption of Just in time purchasing in the Hotel industry. The fundamental challenges are; many hotels have a large supplier base, suppliers lack computer systems required to federate supply and have highly seasonal inventory.

It is against this background that a study was sought on determinants of the adoption of JIT purchasing in the hotel industry. SarovaPanafric hotel was used as a case study being one of the key players in the hotel industry in Kenya. The study focused on the following specific objectives: to establish, find out, identify and investigate how the nature of supplier relations, organizational culture, top management commitment and perceived benefits determines the adoption of JIT purchasing in the hotel industry.

The researcher carried out a descriptive approach in investigating the objective questions of the study. Questionnaires were used as the instruments of data collection. The census of 50 respondents was used to carry out the study. The data realized was analyzed both quantitatively and qualitatively. The information was displayed using tables and in prose.

The study established that nature of supplier relations, organizational culture, top management commitment and perceived risks determine the adoption of JIT purchasing in the hotel industry. The study recommends that hotels should view suppliers as partners and not as adversaries, top managers should ensure that the JIT policies interlink with the corporate strategy, long bureaucratic structures should be eliminated and cost and benefit analysis should be conducted.