

**CHALLENGES FACING TENDERING PROCEDURES IN PUBLIC ORGANIZATIONS  
IN KENYA (CASE STUDY OF KENYA REVENUE AUTHORITY)**

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## ABSTRACT

The purpose of this study is to analysis the factors effecting tendering procedure in public organizations with specific reference of Kenya Revenue Authority. The study dealt with the following objectives: to find out effect Unethical issues, supply selection, contract design, and transaction cost to determine the effect of tendering procedure in public organizations in Kenya

The study adopted the descriptive research design, this method is preferred because it allows in-depth of the case study. It is also reliable and valid the target population of the management and employees of Kenya Revenue Authority. The target included 180 employees. The stratified field random sampling was to ensure all sub groups are involved. The data was analysed using qualitative and quantitative techniques qualitative data will be analysed using descriptive statistics and presented in tables charts and graphs.

Based on the analysis of 50 respondents, 86% of the total respondents indicated that unethical practices affect procurement procedures, 14% of the total respondents stated that unethical practices does not affect healthcare tendering procedure. From the study it can be concluded that Unethical issues affects tendering procedure. Based on the analysis of 50 respondents, 88% of the total respondents indicated that Supplier Selection had an effect on tendering procedure while 12% of the total respondents stated that Supplier Selection did not Based on the analysis of 50 respondents, 92% of the total respondents indicated that Contract Design had an effect on tendering procedure, 8% stated that Contract Design had no effect on the tendering procedure. Based on the analysis of 50 respondents, From the study it can be concluded that Innovation affected tendering procedure. Based on the analysis of 50 respondents, 62% of the total respondents indicated that Transaction Cost had an influence on tendering procedure. 38% of the total respondents stated that Transaction Cost did not have an influence on procurement procedures.