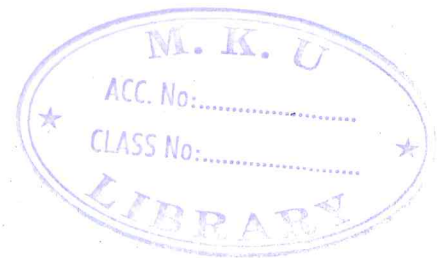


**THE INFLUENCE OF INVENTORY MANAGEMENT PRACTICES IN
ORGANIZATIONAL PERFORMANCES. (A CASE OF GENERAL MOTORS
EAST AFRICA LIMITED)**

BY

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III. ABSTRACT

The study was conducted to investigate the influence of inventory management practices in organizational performances a case of General motors' East Africa limited Nairobi with the main objective, to determine the factors that influences inventory management practices in the organizational performances. The research design is a procedure of collecting; analyzing and reporting the data. Descriptive research design was applied to conduct the study in order to achieve the objective of the study and to be able to answer research questions. A target population of one hundred and twenty (120) respondents was divided into groups on the basis of positions in the organization. Simple random sampling method was applied to select a sample size of sixty (60) of staff members from the target population. Open ended and closed ended questionnaires were used to collect data to ensure greater depth responses from respondents since it was easier to administer and analyze. The data was analyzed and presented using tables, graphs and charts as well as means. From the findings the research study met the objectives of the study. Whereas all the three techniques where used in the study area, it was deduced that the inventory management practices; Just in Time and Material Requirement Planning are the two most commonly used inventory management practices in the study area. The choice of suitable inventory management practices leads to client satisfaction hence enabling on time delivery of parts, faster response and accuracy when needed as well as the procurement of high quality of accessories or vehicles. The study recommends the adoption of supply market analysis. It provides information to assist with developing potential procurement strategies and was particularly useful for projects which were innovative in nature; complex; or were characterized as high risk.