

INFLUENCE OF TENDERING PROCEDURES ON ORGANIZATIONAL PERFORMANCE AT MOI TEACHING AND REFERRAL HOSPITAL

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ABSTRACT

Procurement plays a key role in every organization. It provides an opportunity for all stakeholders to meet and discuss procurement requirements and objectives. The study focused on effects of tendering procedures on organizational performance at Moi Teaching and Referral Hospital, Eldoret. The study employed a case study research design in collecting relevant information. The total populations for this study were 3600 respondents with a sample size of 384. Stratified and simple random sampling techniques were employed. Questionnaires were used as the main data collection instruments. Data was analyzed through descriptive statistics and later presented in frequency tables and percentages. The study was carried out in at Moi Teaching and Referral Hospital, Eldoret in the month of May and September 2016. The study adopted institutional and socio-economic theory to provide a relevance to the study. The statement of the problem mainly focused on major issues facing the tendering procedures and analyzes their effects on organizational performance. Data was collected using a questionnaire and the findings were analyzed using both descriptive (frequencies and percentages) and inferential statistics (correlation analysis). The results established a positive correlation between e-tendering and performance of organizations ($P=0.000$, $r=1.000$). The strength of association was very strong. The study established that there is a correlation between tendering was not correlated with performance. The study recommends that there is need to enormously implement procurement policies which encourage tendering, in order to enhance performance

Keywords: Tendering procedures, organizational performance.