



INFLUENCE OF PUBLIC TENDER REQUIREMENT ON YOUTHS ACCESSIBILITY TO GOVERNMENT PROCUREMENT OPPORTUNITIES NAKURU COUNTY

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ABSTRACT

Youth in accessing Government Tenders opportunity has proven successful around the world. However poor implementation of policies has ensured that the vulnerable populations are more likely to be overlooked by the government, and less likely to receive skills and training. Young people are among the distraught or vested parties in many creating economies. Various studies carried out globally and locally indicate Youths are among the disadvantaged or special interest groups in many developing economies. Globally, the World Bank (2010) indicates that many countries are yet to develop procedural frameworks that ensure: Government tender procedures are transparent and promote equity. The purpose of this study, therefore, was to assess the influence of public tenders requirements on youth accessibility to government procurement opportunities in Nakuru county. The study specifically attempted to establish the influence of financial capacity, legal requirements, and technical capability on youth accessibility to government procurement opportunities in Nakuru County. The study was anchored on three theories, namely: Resource-based view theory, Institutional Theory, and skill-based theory. The study employed a descriptive survey research design using quantitative approaches. The research targeted 110 youths in Nakuru County. The study used a closed-ended questionnaire in collecting primary data. The questionnaires were pretested to ensure validity and reliability. The collected data were summarized and analyzed using both descriptive and inferential statistics and then presented in tables. The study concluded that financial capacity and legal requirements have a statistically significant influence on the youth's accessibility to government procurement opportunities in Nakuru County. In the context of technical capability, the study concluded that although they have a positive influence on youth's access to the government tendering process in Nakuru County on their own, the influence is not statistically significant. The study recommends a deeper look into the influence of the various metrics used to examine the influence of financial capacity, legal requirements, and technical capacity on youth accessibility to government procurement opportunities in Nakuru County.

KEYWORDS

Public Tender Requirement, Youths Accessibility to Government Procurement Opportunities.



Introduction

Young people are among the distraught or vested parties in many creating economies. According to Blome and Schoenherr (2011), the cooperation of Special Interest Groups in Government Tenders is a significant capacity of governments over the world. In any case, the World Bank (2010) demonstrates that numerous nations are yet to create procedural structures that guarantee Government Tenders techniques are straightforward and advance reasonable and equivalent treatment, open assets are connected to Government Tenders and as per proposed purposes; offering authorities are moral and responsible and advance open investigation. Neha et al., (2012) placed that the job of dynamic enactment in engaging Youth in getting to Government Tenders opportunity has demonstrated to be fruitful around the globe. Anyway, poor usage of arrangements has guaranteed that the powerless populaces are bound to be disregarded by government offering and more averse to get abilities and preparing. However poor implementation of policies has ensured that the vulnerable populations are more likely to be overlooked in government tenders and less likely to receive skills and training.

As indicated by the International Trade Center (2014), similar difficulties face Government Tenders strategy in invigorating innovative movement by Youth-possessed endeavors. Further, OECD (2010) placed that expanding the viability, effectiveness, and straightforwardness of offering frameworks is an on-going worry of governments and the global improvement network. Also, unique enthusiasm for offering use greatly affects the economy and should be very much overseen (Baker et al., 2011).

Statement of the Problem

The Government of Kenya is focused on enabling the youth by being in the front line in advocating for the youth's access to Government contracts. This has been evidenced by the Presidential Directive on Youth's access to Government Procurement openings (PPOA, 2013). In accordance with the Regulation of the Public Procurement Preference and Reservations (Amendment) Regulation, 2013, there is National Sensitization and Recruitment Drive on Youth, women, and persons with disabilities Access to 30% of all Government Procurement openings (PPOA, 2013) for youths to bid for tenders. Despite this preferential treatment of youth by government, comparative tally of public contracts secured by upcoming youths against those secured by large youths are still very small (Kathure, 2012). A review of past experimental writing delivers various gaps which are to a great extent contextual, empirical, methodological, and conceptual in nature.

Investigation of Ayoti (2016) showed that there was practice of favoritism, tribalism, and nepotism in the tendering process in public sector. The absence of a solid tendering calling, and insufficient preparing of staff has prompted inability to utilize great practices in tenders, making wasteful aspects and significant expenses in the town. Empirical gap emerged rose on the need to examine into detail the impact of monetary limit on tenders' interest by youth.

Based on the previous studies it is evident that there lacks conclusive research on influence of public tenders requirement on youth accessibility to government procurement opportunities Nakuru County, hence the study attempts to fill this gap.

Objective of the Study

The study pursued the following objectives which are classified into the general and specific objectives.

1. Research Hypotheses

In conducting the study the following hypothesis was tested

Ho: There is no significant relationship between financial capability and youth accessibility to government procurement opportunities Nakuru County.

II. LITERATURE REVIEW

1. *Theoretical Review*

Resource Based View Theory: RBV is an economic theory that proposes that firm execution is a component of the kinds of assets and abilities constrained by firms (Barney & Hesterly, 2008). An asset is a relatively observable, tradable resource that adds to a company's market position by improving customer value or bringing down expense (or both); and a capacity signifies the capacity of a firm to achieve undertakings that are connected to higher economic execution by expanding value, diminishing expense, or both. (Walker, 2004). Barney and Hesterly (2008) likewise depict assets as substantial and impalpable resources a firm uses to conceive of and execute its systems; and abilities as a subset of assets that empower a firm to exploit its other assets. Eisenhardt and Martin (2000) contends that availability of substitute assets will in general discourage returns of the holders of a given asset and this legitimizes the motivation behind why they ought to be protected from competitors. By directing an effective value chain investigation, an association can distinguish these rare assets that give it competitive advantage and apply fitting components to shield the assets from competitors. The theory depicts that youths should have the required finances to access public tenders.

Institutional Theory: Najeeb (2014) proclaims that the investigation of foundations traverses the insightful fields of economics, humanism, political theory, and progressive theory. According to Kaufman (2011), the common factor for institutionalism in various controls appears, apparently, to be that of, associations matter. From this time forward, "authoritative practices are a prompt impression of, or response to, rules and structures consolidated with their greater environment" (Paauwe & Boselie 2003). In public tendering, various establishments partner to address the issues of each other while withstanding to the set rules and regulations developed by the government. There are three backbones of foundations as regulatory, normative, and social cognitive as perceived by Scott (2004). The regulatory segment complements the use of rules, laws and approves as execution instrument, with common sense as the reason of consistence. The normative segment implies measures and values with social duty as the purpose behind consistence. The social cognitive segment lays on shared perception, that is, fundamental convictions, pictures, and shared appreciation.

Corresponding to this theory, public tendering substances and providers in Kenya are guided by rules and regulations as specified in The Public Tendering and Disposal Act, 2005, Public Tendering and Disposal Regulations, 2006, The Public Tendering and Disposal (Amendment) Regulations, 2009, The Public Tendering and Disposal (Public Private Partnerships) Regulations, 2009, The Public Tendering and Disposal (Preference and Reservations) Regulations, 2011 and The Public Tendering and Disposal (Town Governments) Regulations, 2013. These arrangements of enactments have carried new measures to manage public tenders in Kenya.

2. *Empirical Review*

Various examinations all-inclusive and locally have endeavored to address the influence of organization constraints on youth's access to government tenders. Ngigi, Wanyoike and Mwangi (2014) concentrated on access to credit offices as a main consideration hindering access to public procurement contracts by youth business visionaries in government ministries in olkalou sub-province, Kenya. The examination hypothesized that the significant reason for non-access of youth in public procurement was access to credit office. The examination built up that separated from mindfulness, the absence of funding is in reality because of the negative perception by the banking framework on youth and halfway absence of guarantee and viable business thoughts worth funding by banks. Further, the creators note that the dispensing system, mentality by banks and absence of capital may constrain access to funding in provincial Kenya, for example, Tigania.

Nyaboke (2015) the motivation behind the investigation was to determine the impact of the Public Procurement (PP) Legal Framework implementation on Authoritative Performance of state organizations in Kenya. Specifically, the assessment decided the effect of the usage of the public acquirement and Disposal Act, (2005); usage of the Public Procurement and Disposal Regulations, (2006); usage of the Public Private and Partnership Regulations, (2009); and execution of the Preference and Reservations Regulations, (2011) on execution of state youths in Kenya. The findings indicated a critical impact of the PP legitimate structure

implementation on organizational execution and authorization directed the relationship between study variables. Study suggested effective implementation of PP rules and regulations to improve execution of state corporations. The examination's limitation was the population as it only focused on procurement practitioners and accounting officials of the state corporations. Future investigations to extend information coverage involving mainstream government offices and service providers. Future examinations may likewise consider testing the impact of other factors, particularly internal and environmental factors, which may influence execution of public elements. Study adds to information in the field of PP by establishing the impact of PP legitimate structure implementation on execution. Supervisors will utilize findings of this examination to recognize execution drivers in their organizations. Approach producers should concentrate more on authorization of the laws to increase implementation and consistence levels.

Owino (2016) contemplated Public Procurement is one of the significant objectives of any government striving to deliver products and ventures to its kin. Indeed, procurement penetrates the whole range of the development process since the government is a significant purchaser of products and ventures that involves the application of gigantic measures of money running into billions of shillings. On the off chance that the procurement process isn't straightforward and productive, it brings about the loss of citizens' money which in turn reverses the gains made with the chaperon consequences of poverty, insecurity, poor infrastructure, inadequate wellbeing services among others.

Kiragu (2012) investigated to assess the effect of information innovation on procurement process in Kenya. The investigation concludes that, the capacity to utilize innovation to improve the contracting process depends to a limited extent upon co-operation between the organizations that maintain information and organizations that utilization the information. Procurement frameworks guarantee to bring organizations one bit nearer to a situation of integrated, yet modularized frameworks, which are adaptable enough to deal with all the various types of purchasing routines an organization ordinarily, has set up.

III. METHODOLOGY

[1] Research Design, Target Population And Sampling

The study uses a descriptive survey research to effectively assess the public tenders requirement on youth accessibility to government procurement opportunities Nakuru County. Mugenda and Mugenda (2012), highlights that a descriptive survey configuration reveals existing associations among factors under examination. This study targeted 110 youths (10 youths from each of the 11 sub-counties in Nakuru County) The researcher utilized census to observe the entire objective population.

[2] Research Instruments and data collection and analysis

The data needed fronting this study was collected either as secondary data or as primary data. Cooper and Schindler (2005), elaborate primary data to be data collected at origin whereas secondary data is data which already exists. Primary data can be both qualitative and quantitative using closed-ended questions. The primary data was sourced from the answers the participants give during the survey process. In this study a comely suitable design to collect the primary data was the questionnaire survey. Ahead of embarking on data collection, permission to collect data was sought from. Once data had been collected from the field, it was coded for analysis. Data was then analyzed using descriptive statistics such as frequency counts, percentages, means, and standard deviations. Inferential statistics were analyzed using regression model. The analysis was done by use of Statistical Package for social Sciences (SPSS) version 22.0. The regression model used was:

The information gathered from the questionnaires was dissected using both descriptive (means and standard deviations) and inferential measurements (regression) with Statistical Package for Social Sciences (SPSS) version 21.0. The after effect of the review was introduced in tables. Fronting the structure of analyzing the relationships of every one of the independent variables on the dependable variable, the study utilized the F-test to test both the influence of every factor and the general influence of the independent factors on the dependent variable using the proposed functional relationship:

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + \varepsilon$$

IV. RESULTS AND DISCUSSIONS

1. Response Rate and reliability test

The study utilized census to pick all the 110 youths in Nakuru County in Nakuru County. Therefore, 110 questionnaires were distributed to the potential respondents. The collected questionnaires were subjected to a process of editing to ensure that there was consistency in responses and that there were no missing responses. This led to rejection of 12 questionnaires, and this meant that the completely filled questionnaires were 96. Responses from these 96 questionnaires were coded, entered, and analyzed using SPSS version 24 statistical software and are the basis of results of this study. This gave a response rate of 86.7% which was considered sufficient for data analysis following the recommended minimum of 80.0% by Mugenda and Mugenda (2003).

2. Demographic analysis

The gender of respondents, age of respondents, and highest education respondents had attained were used to establish their background characteristics. Additionally, the length of time the youths have been in existence was of interest to determine the demographic characteristics of respondents. Slightly above half of the respondents were male (54.7%) while the female respondents were 45.3% of the respondents. The higher number of male respondents could be attributed to more male directors. Most of the respondents (54.7%) were aged 31-40 Years and 39.1% of the respondents were 20-30 Years of age. Respondents who were 41-50 Years of age were 3.1% of the respondents which was the same for respondents aged 51 Years and above (3.1%). The study was based on youths thus the higher number of respondents who were 20 to 40 years of age.

3. Financial Capacity

The study sought to establish the influence of manufacturing practices on accessibility to government procurement opportunities Nakuru County of the organization. The aspects of manufacturing practices that were examined included the product design, process design, and environment friendliness, and results shown in Table1.

Table 1: Table 4.1: Frequency Distributions for Financial Capacity

	SA Freq. (%)	A Freq. (%)	U Freq. (%)	D Freq. (%)	SD Freq. (%)
Youths consistently has sufficient financial capacity to offer for advertised tenders	18 (30.0%)	30 (50.0%)	6 (10.0%)	5 (8.3%)	1 (1.7%)
Youths have sufficient financial skills to give practical price quotation for tenders	15 (25.0%)	20 (33.3%)	15 (25.0%)	10 (16.7%)	0 (0.0%)
Terms of credit offered by financial institutions to get to government procurement tenders is moderate to youths	18 (30.0%)	31 (51.7%)	5 (8.3%)	5 (8.3%)	1 (1.7%)
Youths can gain admittance to assets from financial institutions in request to offer for advertised tenders	32 (53.3%)	15 (25.0%)	7 (11.7%)	6 (10.0%)	0 (0.0%)
Youths knows about the utilization of Local Purchasing Orders (LPOs) &Uwezo assets for funding public procurement offers	16 (26.7%)	28 (46.7%)	13 (21.7%)	2 (3.3%)	1 (1.7%)

Slightly above half of the respondents (53.1%) tended to strongly disagree that their youths have sufficient financial skills to give practical price quotation for tenders while 23.4% disagreed on the same. While none of the respondents (0.0%) tended to strongly agree that their youths have sufficient financial skills to give practical price quotation for tenders, 9.4% tended to agree that their youths had sufficient financial skills to

give practical price quotation for tenders. Respondents who were undecided whether their youths have sufficient financial skills to give practical price quotation for tenders were 14.1%.

Most of the respondents tended to disagree that Terms of credit offered by financial institutions to get to government procurement tenders is moderate to youths (45.3%) and that their company can get gain admittance to assets from financial institutions in request to offer for advertised tenders (43.8%). Similar sentiments were made by 37.5% of respondents in respect to their company being aware of the use of Local Purchasing Orders (LPOs) and Uwezo funds for funding public procurement offers. However, most of the respondents (48.4%) tended to strongly disagree that their youths are aware of the use of Local Purchasing Orders (LPOs) and Uwezo funds for funding public procurement offers. On the other hand, 1.6% of the respondents tended to strongly agree, 4.7% tended to agree and 7.8% tended to be undecided that in respect to their youths being aware of the use of Local Purchasing Orders (LPOs) and Uwezo funds for funding public procurement offers.

4. Youth accessibility to government procurement opportunities Nakuru County:

The study sought to examine the various aspects of youth accessibility to government procurement opportunities Nakuru County that have been influenced by financial capacity, legal requirements, and technical capability of youths in Nakuru County. Most of the respondents (45.3%) tended to disagree that there is a high number of AGPO tenders awarded to the youths, further supported by a quarter of the respondents (25.0%) who tended to strongly disagree on the same. Similarly, most of the respondents (42.2%) tended to disagree when asked whether the technical requirements of the Youth access to government tendering process are achievable for the Youth's, further supported by 26.6% of the respondents who strongly disagreed on the same. On the other hand, there were no respondents who tended to strongly agree that there is a high number of AGPO tenders awarded to the youths (0.0%) and the technical requirements of the Youth access to government tendering process are achievable for the Youth's (0.0%).

Table 2: Descriptive statistics for Accessibility to government procurement opportunities Nakuru County

	SA Freq. (%)	A Freq. (%)	U Freq. (%)	D Freq. (%)	SD Freq. (%)
There is a high number of Agpo tenders awarded to youths	17 (28.3%)	27 (45.0%)	13 (21.7%)	2 (3.3%)	1 (1.7%)
The technical requirements of the Youth access to government tendering process are achievable for the Youth's	17 (28.3%)	33 (55.0%)	6 (10.0%)	3 (5.0%)	1 (1.7%)
The timelines allocated for the Youth access to government tendering process are achievable for the Youth's.	29 (48.3%)	17 (28.3%)	9 (15.0%)	5 (8.3%)	0 (0.0%)
The advertisement mode for the opportunities for the public procurement opportunities are easily accessible for Youth's.	12 (20.0%)	27 (45.0%)	13 (21.7%)	7 (11.7%)	1 (1.7%)
The company has been The documentation required for bidding in public procurement is achievable for the Youth's	17 (28.3%)	30 (50.0%)	7 (11.7%)	5 (8.3%)	1 (1.7%)

allocated for the Youth access to government tendering process are achievable for the Youth's (46.9%) and the advertisement mode for the opportunities for the public procurement opportunities are easily accessible for Youth's (48.4%). Additionally, 39.1% of respondents tended disagree when asked whether the timelines allocated for the Youth access to government tendering process are achievable for the Youth's same as 32.8% of

the respondents in respect to whether the advertisement mode for the opportunities for the public procurement opportunities are easily accessible for Youth's. A negligible 1.6% of respondents tended to strongly agree that the timelines allocated for the Youth access to government tendering process are achievable for the Youth's but none of the respondents (0.0%) tended to strongly agree that the advertisement mode for the opportunities for the public procurement opportunities are easily accessible for Youths.

1. Regression Analysis

The association and direction of association of the dependent variable (youth accessibility to government procurement opportunities in Nakuru County) and each independent variable (financial capacity, legal requirements, and technical capability) were determined using the Pearson correlation coefficients, which are displayed in Table 4.13. The coefficients were interpreted as weak association for coefficients from 0 and 0.4, fair association for coefficients from 0.5 to 0.7, and strong association for coefficients above 0.7. The direction of association is said to be negative if the sign preceding the coefficient is (-) and positive for a (+) sign.

Table 3: Correlation Coefficient and Coefficient of Determination

Mod R	R Square	Adjusted R Square	Std. Error of the Estimate	Change Statistics	Durbin-Watson				
el				R Square Change	F Change	df1	df2	Sig. F Change	
1	.793 ^a	.628	.601	.43224	.628	23.249	4	55	.000

a. Predictors: (Constant), Public tender requirement

The study used simple OLS Regression analysis. The independent variable was financial capacity and the dependent variable was Accessibility of the preferential public procurement opportunities. Univariate regression analysis involved calculation of coefficient of determination (R^2), Analysis of Variances (ANOVA) and regression coefficients

Table 4: ANOVA for the Linear Regression

Model		Sum of Squares	df	Mean Square	F
1	Regression	17.374	4	4.344	23.249
	Residual	10.276	55	.187	
	Total	27.650	59		

a. Dependent Variable: Accessibility to government procurement opportunities Nakuru County

b. Predictors: (Constant), Public tender requirement

The analysis of variance (ANOVA) was undertaken to determine whether the regression model was a good fit for data with a threshold of a p-value of less than 0.05. Sen and Srivastava (2011) say that the appropriateness of the linear regression model as a whole can be tested using F test. The F-test of overall significance indicates whether linear regression model provides a better fit to the data than a model that contains no independent variables. As seen in table 4.17, $F(4, 55) = 23.249$, $p = .000 < 0.05$ indicates that the model as a whole has statistically significant predictive capability. Therefore, the regression model provides a better fit to the data and proves that the model to be significant This therefore implied that the regression model with Public tender requirement.

Table 5: Coefficients for the Linear Regression

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
(Constant)	.798	.373		2.138	.037		
1 Public tender requirement	.173	.088	.209	1.977	.043	.605	1.654

a. Dependent Variable: Accessibility to government procurement opportunities.

Accessibility to government procurement opportunities = $0.798 + 0.173(\text{Public tender requirement})$

This implies that for every unit increase in Public tender requirement and with other factors kept constant, the Accessibility to government procurement opportunities will increase by 0.173. Therefore, green manufacturing practice has a positive influence on the Accessibility to government procurement opportunities of Nakuru County

2. Hypothesis Tests

The p-value corresponding to financial capacity was 0.009 which was less than 0.05 thus the decision to reject the null hypothesis H01 was made. Therefore, the study found that financial capacity has a significant influence on youth accessibility to government procurement opportunities Nakuru County.

V. CONCLUSION

The study concluded that financial capacity has a statistically significant influence on the youth accessibility to government procurement opportunities Nakuru County. Among the financial capacity metrics, it was concluded that affordability of terms of credit offered by financial institutions to get to government tenders moderate to our youth has greater influence on youth accessibility to government procurement opportunities in Nakuru County due to a higher mean.

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