

Supply Chain Management Practices and Performance of Motor Vehicles Selling Agents in Nairobi City County, Kenya.

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Drive: The chief purpose of this study was to institute the affiliation amongst supply chain management practices and performance of motor vehicle selling agents in Nairobi City County, Kenya. The specific objectives were: stockyard proximity, vehicles location, transport systems and information and communication technology correspondingly. This reading was attached to diverse theories. The study rummage-sale descriptive research design, where both qualitative and quantitative research was applied.

Keywords: stockyard proximity, vehicles location, transport systems and information and communication technology and Performance of Motor Vehicles Selling Agents

1.1 Introduction

Supply Chain Management can be well-defined as the management of flow of products and services, which begins from the origin of products and ends at the product's consumption. It also comprises movement and storage of raw materials that are intricate in work in progress, inventory and fully furnished goods (International Transport Forum, 2015). The chief objective of supply chain management is to monitor and narrate production, distribution, and shipment of products and services. This can be completed by companies with a very good and tight hold over internal inventories, production, distribution, internal productions and sales. In this process, we can see the flow of goods, services and information from the producer to the consumer. The picture depicts the movement of a product from the producer to the manufacturer, who forwards it to the distributor for shipment. The distributor in turn ships it to the wholesaler or retailer, who further distributes the products to various shops from where the customers can easily get the product (Kala & Warwick, 2014).

1.2 Gestalt Theory

Gestalt Theory Principles in the last 50 years many attempts have been made to advance image recognition. The main tool has been pattern recognition technique, and the images have been restricted to a single object. In most cases, solutions are based mainly on complete enumeration of possibilities plus a number of heuristic restrictions (Grant, 1991). Even if partial success is achieved it is determined to a great extent by high speed of computers such as so a huge number of possibilities could be analyzed and tremendous size of memory also such as so a huge number of examples could be stored and used for comparison. Despite numerous attempts by all leading companies in the world, there is no pictorial search such as search for images similar to a given one available on the internet. the main cause of stagnation in this held has been the neglecting of knowledge accumulated in Psychology of Perception in general and in Gestalt Psychology in particular. Too much emphasis has been put on mathematics and engineering and too little on laws of human perception, which must be imitated (Dicksen, 1996). History shows that a number of basic AI problems like abstract object detection, handwriting recognition, clustering analysis, and image understanding, were resolved on the foundation of Gestalt Psychology after numerous years of unproductive attempts grounded in prescribed mathematical methodologies. Applying Gestalt philosophies in computer programs necessitated, on the one hand, prescribed interpretation of Gestalt philosophies; and on the other hand, regulating computers to activate additional satisfactorily with objects of a three-dimensional nature. When computers ongoing to be rummage-sale to improve decision making in medicine and geology; not formalized branches of science it demanded not only more precise measurements or definitions but also clearing up some basic notions and formalizing intuitive decisions (Webster, 1995).

1.2.1 The Theory of Transport.

We think of transportation as a movement of things in masses of any sort-from one place to another. Anything answering this description comes under the idea in its most general form. (Grant,1991). If we add to this a conception underlying all action directed to an end, namely, that its excellence consists in accomplishing the end with the least possible expenditure of time and force, we have the most general basis possible for the judgment of transportation from a mechanical standpoint. From this stand- point that transportation is best which accomplishes the movement of things with the least force and in the shortest time. Speed, then, is one fundamental test, while economy of force, translated in the light of actual conditions, means cheapness. Speed and cheapness never cease in the most complex development of transportation to be the simplest tests of its efficiency (Webster, 1995).

These elements are very generally present in all transportation, though strictly speaking the last is the only one absolutely essential. Movement cannot be conceived as taking place with- out the application of force (Grant, 1991). But if we mean by way a specialized path over which the resistance to movement is artificially diminished, it is clear that it is not an indispensable element in transportation (Weber, Alfred, 1929). Maritime commerce, for example, can hardly be said to make use of a way in this sense, except as it uses artificial channels and harbors

1.2.2 Theories of Information Technology:

Information technology (IT) is an assumed, but frequently poorly or unexplained force within analysis of the global environment. Much of this failure stems from a lack of clarification and definition of what exactly is meant by IT (Grant, 1991). On a general level, analysis often fails to clarify what are the informational and technological aspects of IT, and what overriding trends or structures link them together. In other words, there is a failure to establish what the basic processes and technologies are that define IT as a distinct and defined force in the global environment (Dickson, 1996). This is visible in the confusion in terminology between “Expert technology” and information technology. Much of the literature seems to assume that these are equivalent terms, rather than pausing to consider that they actual might define separate processes, products or industries. This leads to a more specific failure to distinguish between sectors within IT, such as hardware and software. If they are IT industries, similar policies, industry patterns, firm organizational structures, and production processes should characterize them both (Webster, 1995). However, without a clear definition of what IT is in general, it becomes extremely difficult to determine what connects and separates various IT sector.

Research Methodology

A descriptive research was used in this study. According to Creswell (2013) descriptive research study deals with the what, how and who of a phenomenon which is the concern for this study. Both researchers used descriptive analysis to analyze their research data and it was successful. This study used both qualitative and quantitative research design.

2.1 Stockyard Proximity

Respondents were asked to give their opinion on the variable stockyard proximity. From table 4.9, the respondents unanimously agreement that stockyard proximity ensured performance of and periodic review in Motor vehicle selling agents County viable (M=3.740, SD=1.0605); Through storage capacity basis assessment the selling agent has been able to make rational decisions on priority and non-priority projects (M=3.830, SD=.9200); willingness to use dock to dock cycle time assessment has contribution to low performance of motor vehicle selling agents (M=3.900, SD=.9005); assessment of inspection at proximity, frequent and accurate information transfer in stockyard proximity it is important to put in place and maintain good performance of motor vehicle selling agents (M=4.058, SD=.8249); The management of Motor vehicle selling agents County implements performance of to prevent fraud in supplier evaluation (M=3.838, SD=1.3018); and stockyard proximity enhances performance of Motor vehicle selling agents County (M=3.563, SD=.8015). These findings agrees with the findings of Nyile *et al.* (2022) who observed that clear description of stockyard proximity, can enhance effective performance of motor vehicles selling agents .

Table 1.1: Stockyard proximity

Statement	Mean	Std. Dev.
our motor agents ensures conformance of storage capacity		
Sharing through Real time basis	3.3740	1.0605
Through Willingness to use dock to dock cycle time has		
been able to make decisions on motors agents	3.830	.9200
Responsiveness of controlling cost storage to performance		
of Motor vehicle selling agents County	3.900	.9005

By supply monitoring, frequent & accurate information

It is important to put in place stockyard proximity	4.049	.8251
The management of motor vehicles implements supplier		
Information sharing	3.838	1.3018
Stockyard proximity enhances performance		
of Motor vehicle selling agents	3.563	.8015

2.2.1 SUPPLIER TRANSPORTATION SYSTEMS

The findings presented in table 4.5 show that respondents agree that: reliability has effect on performance of Motor vehicle selling agents company in Kenya (M=3.801, SD=.7709); lead time has a good effect on performance of Motor vehicle selling agents in Nairobi city County, Kenya (M=3.408, SD=.8232); Number of computing device on performance of Motor vehicle selling agents in Nairobi city County, Kenya (M=4.600, SD=.7834); mode of Transportation systems is significant when you want to performance in Motor vehicle selling agents company (M=4.600, SD=.6907); Transportation system enhances our performance of Motor vehicle selling agents in Nairobi County city (M=3.593, SD=.7022); and through proper systems in place, the motor vehicle agents are able to identify problems and find solutions in a timely manner to ensure high quality of good vehicles and services delivery (M=4-.008, SD=.7046).

The result concurs with the finding of Boit and Osoro (2021), who argued that it is serious to Transportation systems habitually and at regular interludes after award to guarantee that the supplier is providing the goods and services on timetable and indoors the procurement plan, and that excellence standards are existence met, particularly for the uppermost-risk and most multifaceted contracts. Assessing post-award performance necessitates several doings to guarantee that the delivery of services meets the terms of the contract. These include identifying performance criteria, such as key performance indicators, at the time of contract formulation, and providing adequate monitoring resources and a capable workforce for overseeing contractor evaluation, by so doing performance of Motor vehicle selling agents Nairobi city County can improve communication among themselves.

Table 1.2: Supplier Transportation systems

Statement	Mean	Std. Dev.
Our company conduct reliability awareness on performance of Motor vehicle selling agents in Nairobi city county	3.802,	.7800
Our Company review lead timer on performance of Motor vehicle selling agents Nairobi city County	3.408	.8232
Through Company review of Number of computing devices on performance of motor vehicles Motor vehicle selling agents in Nairobi city County	4.600	.7834
Transportation systems on performance of motors of Motor vehicle selling agents in Nairobi city County	4.601	.6908
IT Skills can enhances our performance of Motor vehicle selling agents Nairobi city County	3.593	.7022
Through of agents best practise on performance of Motor vehicle selling agents in Nairobi city County	4.105	.7046

3 Model Goodness of Fit

Regression analysis was used to establish the strengths of relationship between the performance of Motor vehicle selling agents in Nairobi City County, Kenya (dependent variable) and the predicting variables; stockyard proximity, vehicle location, Transportation systems and information and communication technology (Independent variables). The results showed a correlation value (R) of 0.760 which depicts that there is a good linear dependence between the independent and dependent variables. This finding is in line with the findings of Onger and Osoro (2021). They observed that this also depicts the significance of the regression analysis done at 95% confidence level. This implies that the regression model is significant and thus be used to evaluate the association between the dependent and independent variables. This finding is in line with the findings of Littman (2018), who observed that analysis of variance statistics examines the differences between group means and their associated procedures.

Table 1.3: Model Goodness of Fit

R	R ²	Adjusted R	Std. Error of the Estimate
0.760	0.773	0.731	0.065

By means of an R-squared of 0.773, the model demonstrations indicates; stockyard proximity, vehicle location, Transportation systems and information and communication technology can contribute up to 77.3% on performance of Motor vehicle selling agents in Nairobi City County, Kenya, while 22.7% variation is explained by other indicators which are not inclusive in this study or model. A measure of goodness of fit synopsis the discrepancy between observed values and the values anticipated under the model in question. This result is in line with the discoveries of Mwakubo and Ikiara (2007).

Conclusion

Therefore, from the foregoing, this study concludes that stockyard proximity have broadly impacted on performance of Motor vehicle selling agents County in Kenya. The findings conclude that any County should drive to embrace the best performance of Motor vehicle selling agents after improving supplier evaluation in Kenya. When public-private partnerships is embraced through vehicle location, Transportation systems, and information and communication technology then the implementation of performance of Motor vehicle selling agents in Nairobi city County, Kenya

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