

**BUYER-SUPPLIER POWER, CONFLICT AND CONTRACT PERFORMANCE IN
UGANDA**

BY

PETRA SANSA

2009/HD10/17637U

**A DISSERTATION PRESENTED TO GRADUATE RESEARCH CENTRE IN PARTIAL
FULFILMENT FOR THE AWARD OF A MASTERS OF SCIENCE IN
PROCUREMENT AND SUPPLY CHAIN MANAGEMENT
OF MAKERERE UNIVERSITY**

JUNE, 2012

ABSTRACT

The study examined the relationship between buyer-supplier power, buyer-supplier conflict and contract performance in the construction projects in Uganda's central government PDEs. The study undertook a cross sectional survey design with a population of 126 respondents from which a sample of 97 was drawn. Self-administered questionnaires were used to collect responses. Measurement of the relationships of the study (buyer-supplier power, buyer-supplier conflict, buyer-supplier power collaboration and contract performance) was done and subjected to rigorous data processing and analysis using the relevant statistical computer software packages.

From the findings, the relationships between buyer-supplier power, conflict, collaboration and contracts performance some were found to be positive and significant whereas others were negative and significant. Results from regression analysis showed buyer-supplier power, conflict and collaboration were significant predictors of contract performance. However, power and collaboration were found to be stronger predictors of contract performance. Therefore, the study recommends that during contract formation, public entities should come up with strategies that promote collaboration whereas at the same time support the use of power as this will enhance the effectiveness and efficiency of buyer-supplier contracts.