

**FACTORS INFLUENCE THE ATTITUDE OF THE
STAKEHOLDERS TOWARD THE ADOPTION OF E-
PROCUREMENT IN THE EASTERN PROVINCIAL COUNCIL
ORGANIZATIONS OF SRI LANKA**

By

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ABSTRACT

This study investigates the factors that influence stakeholders' attitudes towards e-procurement adoption in the Eastern Provincial Council Organizations of Sri Lanka. The research questions and objectives were designed to explore the extent to which top-level executives' support, employees' ICT competency, and suppliers' ICT readiness impact stakeholders' attitudes. The study used a quantitative research design, and data were collected through standard questionnaires administered to three distinct populations: top-level executive officers, employees involved in procurement, and registered suppliers. Stratified sampling was used to select 50 participants randomly from each stratum, and all distributed questionnaires were completed and returned. The data collected were analyzed using multiple regression analysis with dummy variables.

The study found that top-level executives' support, employees' ICT competency, and suppliers' ICT readiness significantly influence stakeholders' attitudes toward e-procurement adoption. Based on these findings, the study recommends that the Eastern Provincial Council Organizations focus on providing training programs to enhance employees' ICT competency and collaborate with suppliers to improve their ICT readiness. Additionally, the support of top-level executives is crucial in providing the necessary resources and leadership for the successful adoption of e-procurement. This study contributes to the existing body of knowledge in the field of e-procurement adoption and provides practical recommendations for stakeholders to enhance their adoption efforts.

Keywords: -

e-Procurement adoption, Eastern Provincial Council, Sri Lanka, Stakeholders, Attitudes, Top-Level executives' support, ICT competency, Employees, ICT readiness, Suppliers.

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