

**DETERMINANTS OF AUCTIONEERS PARTICIPATION IN
AUCTIONEERING INDUSTRY: A CASE OF NYANZA /
WESTERN CHAPTER OF KENYA AUCTIONEERS.**

BY

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**A RESEARCH PROJECT SUBMITTED IN PARTIAL FULFILLMENT OF THE
REQUIREMENTS FOR THE AWARD OF THE DEGREE OF MASTER OF ARTS IN
PROJECT PLANNING AND MANAGEMENT OF THE**

UNIVERSITY OF NAIROBI

2013

DECLARATION

This research project is my original work and has not been presented for any other award in any University.

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DEDICATION

This work is dedicated to my husband, Auctioneer Paul M. Oketch and our beloved children Victor and Joy without whose' financial and caring support it would not have been possible, and to the memory of my father Dismas Kagombe who passed on a love of reading and respect for education.

ACKNOWLEDGEMENT

This report could not have been successfully completed without many people who shared with me their knowledge and information. Special thanks to the University of Nairobi for the learning resources that have so far been of help to me. My supervisors Dr. Wanjare and Mr. Ochieng and all my lecturers: Dr. Rambo, Dr. Nyonje, Dr. Odundo, Dr. Maria, Dr. Ouru and Mr. Nyaoro for guiding me through this work, not forgetting my fellow students and classmates with whom we struggled to achieve our hearts academic desires.

I sincerely thank My boss Mr. Ogutu Maurice, the Staff and members of Kiswahili department not forgetting members of the Dean' office of Agoro Sare High school, for their support and understanding during my study period. My friend, Mrs. Ombura Margaret for her encouragement and prayers throughout this worthy journey.

I am grateful to my husband, Auctioneer Paul Oketch, who made me to understand so much in the field of auctioneering and also for connecting me with his colleagues, who were my respondents in this research project.

To my loving family, I would like to thank you sincerely for financial support, encouragement and confidence in my ability to achieve greater academic levels. My dear husband Paul and children, Victor and Joy, thanks a lot for bearing with me in my absence as I took long hours of study away from you. Thank you also for being there for me. To my dear mum and siblings, Pamela and family, Elizabeth and family, Thomas and family, Peter and family, Judith and family, Moses and Maurice, thank you so much for all that you are and have been to me in this life and study.

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ABBREVIATIONS AND ACRONYMS

NAA	National Association of Auctioneers, (America)
GDP	Gross Domestic Product
GOK	Government of Kenya
KALB	Kenya Auctioneering Licensing Board
NKC	National Knowledge Commission (India)
SAIA	South African Institute of Auctioneers
CBS	Central Bureau of Statistics

ABSTRACT

Business opportunities will always remain a top most desire for the world population. As population increases, there is always need to create more jobs to cater for the growing population as they get into employment age bracket. Auctioneers make money out of auctioning items and by that are not only able to earn good living but also able to employ other people in their firms. Kenyan population is served by approximately only 294 licensed auctioneers for the year 2013 (KALB-2013, Appendix 3). This means that this industry is not yet fully exploited by the people of Kenya, yet it can be an excellent opportunity for the many people who are jobless and may want to engage in some meaningful business that may lift them and their employees from poverty levels to good living. It is this revelation that led to the study on the determinants of participation of auctioneers in the auctioneering industry, specifically in the Nyanza /Western chapter of Kenya Auctioneers. The purpose of this study was to examine the various factors influencing participation of auctioneers in the industry in the Nyanza and Western regions of Kenya. The study was guided by four major objectives as follows: to establish the extent to which socio-cultural factors influence participation of auctioneers in auctioneering industry, to explore how economic implications influence involvement of auctioneers in auctioneering industry, to determine how government regulations and policies influence participation of auctioneers in auctioneering industry and to examine how the use of technology influences their involvement in auctioneering industry in the Nyanza/Western chapter of Kenya auctioneers. Primary and secondary data was collected using questionnaires. Questionnaires were issued to all the 28 auctioneers in Nyanza/Western area to collect data which was organized in key thematic areas in line with the study objectives. SPSS (Statistical Package of Social Sciences) was utilized to code open ended data, enter, clean, analyze and interpret the data to come up with frequency distribution tables and percentages. The study revealed that majority of the respondents were middle aged, business culture contributed negatively to auctioneers involvement in the industry as family members did very little to support the respondents, the venture is also male dominated with the study revealing that only 4.2% of the respondents are women. Finances is a hurdle to overcome in this industry because for one to acquire a license, an individual needs not less than ksh100,000, government regulations are not favorable to respondents, and though computer literate 87% of the respondents are not aware of the existence of an auctioning website in Kenya, meaning that the respondents do not embrace e commerce, a factor that can be seen to it that their operations are made easy in the industry. The study therefore recommends that auctioning schools be established to enhance auctioneering knowledge and activities, Banks should offer loans to auctioneers, The Government should relax some of the requirements for and during practice of auctioneering and auctioneers ought to embrace e-commerce by using the internet and having an auctioneering website to boost their activities. This would see many people engaging in auctioneering as a business venture. Further research is suggested on the impact of technology in advancing auctioneers participation in auctioneering industry, the role of auctioneering industry in facilitating economic transformation in Kenya and the challenges facing potential auctioneers' participation in auctioneering industry.

CHAPTER ONE

INTRODUCTION

1.1 Background of the Study

Auction means a public sale of property, or a method of selling a property in public through open and competitive bidding. Over the years, auctioning has progressed and today remains more popular than ever (Levitt 2011). Auctions have touched almost every century, industry and nationality. Records handed down from ancient Greek scribes document auctions occurring as far back as 500 B.C. At that time, women were auctioned off as wives. In Rome Italy, around the time of Christ, auctions were popular for family estates and to sell war plunder. The licensed auctioneer called 'Magister Auctionarium' drove a spear into the ground to start the auction. Today auction gravel is used (NAA-U.S.A, 2011).

American Auctions date back to the pilgrim's arrival on American Eastern shores in the 1600s and continued in popularity during colonization with the sale of crops, imports etc. Selling at auctions was the fastest and most efficient means to convert assets into cash. Many auctions schools started in the early 1900s in America (Levitt 2011). The John's National school of auctioneering and oratory was believed to be the first. For the first term, the school promoted 'competent instructors, teaching general merchandise, real estate and fine stock auctioneering (NAA 2011). However, many auctioneers at that time did not believe auctioneers could be trained. They believed that Auctioneering was a natural ability that one was borne with. According to Fisher (2006), Auction in America began to make great strides after the Second World War. The sale of goods and real estate's was booming by then. There was need in certain cases to move real estate and personal property faster than the private market would allow, thus the Modern day auction was borne. Auctioneers began to have links to banks,

attorneys, accountants and the court system. Many auctions today offer both live and online auctions to meet the needs of customers near and far. Technology allows buyers to participate in the sale without even being there.

There is a steady growth in Auction industry in America and majority of consumers view auctioneers as professional, respectful, knowledgeable and trustworthy. Auctions are a strong force in today's business economy (Kruse, 2011). Sellers get quick turnaround for their merchandise at the fair market value while buyers can find unique items and bid at prices they can afford. This has seen the total number of auctioneers rise to more than 80000 in the region. Each American state has different requirements for licensing, education, bonding and other aspects of conducting auctions. While some states may not specifically require an auctioneer license, there may be other requirements for operating an auction business. Where licensing is required approved auctioneer course and apprenticeship is a must. In this view, many auctioneers in American states attend auction schools to learn their trade, and then become licensed in their profession. They also attend annual continuing education classes to keep up on current trends and methods of auctioning. Being an auctioneer involves hard work and countless hours of practice and training. Before becoming an auctioneer, one should consider attending an auction school. There are auction schools and programs throughout the U.S that provide aspiring Auctioneers with the training and education needed to start their careers. In addition to learning the art of bid calling, Auction schools provide students with training on marketing their services and sales as well as provide students with training on starting and operating an auction business.(NAA-2011).

In India, Auctioneers work for different companies who sell different materials for maximum profit. They also work with different auction houses where they establish themselves as reputable auctioneers. In some areas a license could be required in order to auction and this

call for one to undergo training which usually lasts for four weeks in recognized auction schools. In this region, research show that there is no absolute education requirement for auctioneers but they should have excellent public speaking skills. There are also individuals who have a background and degree in Art and use this knowledge to properly present objects in auction. Different types of auctions in this region also require different degree or experience in the same industry. Training for this type of work is usually based on experience. More to that, those who work with different auction houses also qualify to work as auctioneers as they become more and more familiar with the job. (Brayer,1982).

In South Africa, auctions are the preferred method of sale in certain sectors i.e. in commercial property. Over the last decade, particularly the last few years, the South African Auction Industry has seen impressive growth in terms of market share, asset inventory and familiarity within the public domain. Although there are no formal qualifications required to become an auctioneer. Most auctioneers work as Auction clerks and general assistants while studying intensive in-service training courses at auction companies accredited with South African Institute of Auctioneers. Training is mostly practical and takes 4-5 years, exposing the auctioneers to auctions, sellers and buyers. During this time, the auctioneer develops his/her own personal auction styles. The South African college of Auctioneering offers a 4-5 day diploma course in Auctioneering. Auctioneers who sell real estate must be licensed. (SAIA-2010).

The Nigerian Certified institute of auctioneers provides leadership and training in professional auction. The institute provides professional qualifications of high standards through its training courses, seminars, sharing of experiences ideas and development of contact between members nationally and other Auctioneers institutes around the globe. The institute places great emphasis on education and its task of recruiting and preparing people for a career

in Auctioneering. It does this by making Auctioneering a teaching subject and course of study in Nigerian University and Polytechnics, organizing conferences, seminars trainings and workshops as a means of impacting more knowledge to the auctioneers. It also increases public awareness and understanding of auctioneering as a vital business factor that contributes to make the nations and citizens of Nigeria prosperous. (Baska, 2002).

Auctioneering in Kenya is yet to be embraced fully as a business and profession by the Kenyan population. This industry is operational by an Act of Parliament, i.e. The Auctioneers Act, 1996. There are rules and regulations that govern this industry today and may be cited as 'The Auctioneers Rules, 1997. The Auctioneers Licensing Board is mandated by the Act of Parliament to issue licenses to interested individuals who may want to practice. No formal training is required save for evidence that the applicant has four 'o' level passes including passes in English and Mathematics, and also a working knowledge of the rules applicable to Auctioneering having worked for a minimum of three years with a reputable firm of auctioneers. (Laws of Kenya ,Auctioneers Act, 1996- Appendix 4).

1.2. Statement of the Problem

Research indicates that Nyanza in the year 2005 had the highest incidence of absolute poverty in Kenya with a poverty incidence of 63% which was above the national average of 52%. (CBS-2005). The above notion, is supported by Kilele (2005) who gave the following statistics in relation to provincial poverty indices in Kenya; Nyanza-65%, North Eastern- 64%, Western- 61%, Coast- 57%, Eastern -55%, Rift valley- 48%, Nairobi -45% and central- 29%.

Entrepreneurial activity is a vital source of innovation, employment and economic growth. (Birch, 1979) .Vandenberg (2006) asserts that a major antidote to the menace of unemployment and poverty reduction in the world today is entrepreneurship or self

employment. Therefore in order to change this time bomb, governments need to develop and sustain entrepreneurship. Auctioneering is a form of business venture or entrepreneurial activity that people can engage in to earn profit and hence make a living.

Kruse (2011) argues that auctions are a strong force in today's business economy as sellers get quick turnaround for their merchandise while buyers can find unique items and bid at prices they can afford. Auctioneering is one form of business venture in Kenya today that can offer employment not only to the firm owner but also to several people employed to work in such firms hence aid in poverty reduction in the country. It is a lucrative business venture as the auctioneer's fees is regulated by the government of Kenya in the Auctioneers' act of (1996) (Appendix 4). It is important to note that, not anybody can be an auctioneer in Kenya. An individual must be licensed to operate in Kenya as an auctioneer by the Auctioneers Licensing Board of Kenya (KALB).

Kenya has approximately 294 licensed auctioneers for the year 2013 with Nyanza/Western chapter having only 28 licensed auctioneers compared to a single region like Nairobi which has a total of 123 licensed auctioneers. (KALB 2013, Appendix 3). Other countries like America has over 80000 auctioneers practicing, (NAA-2011). Records also reveal that out of 28 licensed auctioneers participating in auctioneering industry within Nyanza/Western chapter, only one is a woman against 10 women who practice in Nairobi region. (KALB 2013) The reasons for the low involvement in this industry in this region are not known, yet auctioneering is a lucrative and vital business venture that individuals ought to engage in. This study therefore sought to find out the determinants of participation of auctioneers in auctioneering industry within the Nyanza /Western Chapter of auctioneers of Kenya.

1.3 Purpose of the Study

The purpose of this study was to examine various factors influencing participation of auctioneers in auctioneering industry in Nyanza/ Western chapter of Kenya auctioneers.

1.4. Research Objectives

The study was guided by the following research objectives:

- 1 . To establish the extent to which socio-cultural factors influence participation of auctioneers in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers.
- 2 .To explore how economic implications influence involvement of auctioneers in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers.
- 3 .To determine how government regulations and policies influence participation of auctioneers in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers.
- 4 .To examine how auctioneers' technological know-how influences their involvement in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers.

1.5. Research Questions

The following research questions guided the study.

1. To what extent do socio-cultural factors influence the participation of auctioneers in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers?
2. How does availability of funds influence involvement of auctioneers in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers?
3. How do government regulations and policies influence participation of auctioneers in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers?
4. How does the use of technology influence auctioneers' involvement in auctioneering industry within the Nyanza/Western chapter of Kenyan auctioneers?

1.6 Significance of the Study

It is hoped that the outcome of this study will inform future planners and strategists in formulating effective intervention measures that can be utilized in uplifting auctioneering industry as a viable business venture. It is hoped that critical gaps in auctioning industry will be identified in the process and solutions proposed on some possible descriptions of how to address the identified gaps. It is also hoped that the Government will borrow from this study to deliberately draw a policy framework to guide those interested in auctioneering industry as a business destination. This is imperative in contributing to sustainable economic development. Besides, findings of this study may enlighten the Kenya Auctioneering Licensing Board (K.A.L.B) in regards to training needs for auctioneers and by extension the need for introduction of auctioneering schools, to equip individuals with prerequisite skills needed in auctioneering industry. Finally, it is hoped that this study will contribute to the body of knowledge by offering suggestions for improvement of auctioneering industry as an additional business venture to the Kenyan population.

1.7 Limitations of the Study

Since auctioneering industry is an upcoming viable business option that is not fully exploited in the country, information available in textbooks was not very adequate. The researcher was able to overcome this by relying on the internet, business journals and Government publications on auctioneering industry. Some respondents were not willing to give valuable information to the researcher during data collection for fear of victimization. This was overcome by explaining to respondents that the study was solely for academic purposes. By extension, the researcher assured respondents of utmost confidentiality.

1.8 Delimitations of the Study

This study was carried out in Nyanza/western regions of Kenya, known as The Nyanza/western chapter of Kenya Auctioneers. With regard to auctioneering industry, the country is divided into five regions, which form the five chapters that determine the specific areas of operation for the licensed auctioneers. They include: Nairobi Chapter- 123 Firms, Mount Kenya Chapter- 83 Firms, Coast Chapter- 30 Firms, North and south Rift Chapter -30 Firms and Nyanza/Western Chapter- 28 Firms. The fact that Nyanza/Western Chapter covers two large regions in Kenya with 9 counties, and only has 28 licensed Auctioneers compared to the 123 licensed auctioneers in one county(Nairobi), informed the researcher to de-limit the study to this region, to investigate reasons for the low involvement of individuals in this industry in this area.

1.9 Basic Assumptions of the Study

The study was conducted based on the following assumptions; Socio-cultural factors influence involvement of auctioneers in auctioning industry, Economic implications influence involvement of auctioneers in auctioneering industry, Government regulations and policies influence involvement of auctioneers in auctioneering industry and finally, Auctioneers use of technology influence their involvement in auctioneering industry.

1.10 Definitions of Significant terms as used in the Study

Auctioning industry: Activities concerned with auctioning business for the sake of making money.

Socio-cultural factors: Factors relating to society and beliefs, customs art and people's way of life pertaining to auctioning as business venture.

Economic Implications: The relationship between money and involvement in auctioning as a business option.

Technological Know-how: A term for practical knowledge on how to accomplish something. For example, knowledge on the use of technology.

Government regulations and rules: Controlling auctioning industry by initiating rules and regulations to be complied with by the Government.

Auction: Public event at which things are sold to the person who offers the highest money.

Auctioneer: Person whose job is to direct an auction and sell goods.

Bid: To offer to pay a particular price for something especially at auctions.

1.12. Organization of the Study

The study is organized into three chapters; chapter one basically gives the introduction and describes the background of the study, statement of the problem, purpose of the study, objectives of the study, research questions, significance of the study, basic assumptions of the study, limitations of the study, delimitations of the study and definition of significant terms as used in the study. Chapter two provides a review of literature related to the study thematically as per the research objectives, the theoretical frame work, the conceptual framework as well as the summary of literature reviewed. Chapter three focuses on the research methodology discussed under the following sub-headings; research design, target population, sample size, sample selection, research instrument, pilot testing of instrument, validity of research instrument, reliability of research instrument, data collection procedures, data analysis techniques and ethical issues in research. Chapter four contains analyzed data, presentation and interpretation. Lastly chapter five comprises of findings, conclusions and recommendation.

CHAPTER TWO

LITERATURE REVIEW

2.1 Introduction

This chapter entails literature reviewed thematically in line with the study objectives. This includes socio-cultural factors and auctioneers' involvement, economic implications, government policies and regulations and the technology know-how of auctioneers in the industry.

2.2 The Concept of Auction

An auction is the process of buying and selling of goods or services by offering them up for bid. It involves taking bids and then selling the item to the highest bidder. In economic theory, an auction may refer to any mechanism or set of trading rules for exchange. (Klemperer 2004) Basically auctioneering is a business venture that can be seen in several contexts and undoubtedly, almost anything can be sold at an auction. The word "auction" is derived from the Latin word "auctio", which means an increasing or a gradual increase. The word "auction" means a public sale of property to the highest bidder; therefore, an auctioneer is a person who makes a business of selling at auction (Klemperer 2001).

Today, auction method is more widely accepted than ever before. People have come to think of auction method as the fairest method of barter and are usually willing to dispose of their property at auction, as a means of collecting more money than at a private treaty and doing it quickly. Everything can be or has been sold at auction from eggs to airplanes and from Indian blankets to skyscrapers. Some people say that it is competition that attracts them in auctioning while others argue that it's the entertaining nature of the business. Whatever the

case, items everywhere can be sold on auctions. Kruse (2011) argues that auctions are and will remain a strong force in today's business economy. Sellers get quick turnaround for their merchandise at the fair market value while buyers can find unique items and bid at prices they can afford.

According to Kruse (2011), there is a steady growth in the auction industry and the great majority of consumers view auctioneers as professional, respectful knowledgeable and trustworthy. From the moment they've been contracted, an auctioneer fills several roles: office manager, public relations manager, accountant, traffic coordinator and janitor to name a few. Cassidy (1967) discusses the four main types of auctions as envisaged: first type, ascending-bid auctions, also called English auctions. These auctions are carried out interactively in real time; with bidders present either physically or electronically. The Seller gradually raises the price, bidders drop out until finally only one bidder remains, and that bidder wins the object at this final price. Oral auctions in which bidders shout out prices, or submit them electronically, are forms of ascending-bid auctions. Second type, descending-bid auctions, also called Dutch auctions. This is also an interactive auction format, in which the seller gradually lowers the price from some high initial value until the first moment when some bidder accepts and pays the current price. These auctions are called Dutch auctions because flowers have long been sold in the Netherlands using this procedure (McMillan and McAfee 1987). Third type, first-price sealed-bid auctions, here, bidders submit simultaneous "Sealed bids" to the seller. The terminology comes from the original format for such Auctions, in which bids were written down and provided in sealed envelopes to the seller, who would then open them all together. The highest bidder wins the object and pays the value of her bid. Fourth type, Second-price sealed-bid auctions, also called Vickrey auctions. Bidders submit simultaneous sealed bids to the sellers; the highest bidder wins the object and pays the value of the second-highest bid.

The history of auctions according to Ralph (1967) extends back to 500 B.C. when Herodotus reported the use of an auction. These auctions were for the purpose of selling women under the condition that they be married following purchase. Reports indicate that less attractive women were sold with monetary compensation given to the bidder. Whether or not these auctions were ascending or descending bid auctions was not recorded.

The Roman Empire used auctions to liquidate property and estate goods. The mechanism implemented was referred to as the "atrium auctionarium". It is not known whether or not these auctions were ascending or descending bid auctions, but the name used for the market mechanism would lead one to deduce that the auctions were ascending. The word "actus" in Latin means increasing, and since it is incorporated into the name of the market it is assumed that bids were made in an increasing fashion.

Within the Roman Empire the "atrium auctionarium" was also used by the soldiers to sell goods acquired "sub Hsia"(under the spear). Probably the most bizarre account of early auctions concerns the year 193 A.D. when the entire Roman Empire was put on the auction block after being sacked. Aside from the earlier accounts of the Roman auctions, there also exists evidence of Buddhist monks in China using auctions to fund the creation of temples, as it became customary to auction off the property of deceased monks for this purpose (NAA-2011).

The earliest modern era records of auctions appeared in the Oxford English Dictionary in 1595. Therefore, the presence of auctions in England preceded this date yet but how much is not known. Following the appearance of auctions in the Oxford English Dictionary, the London Gazette often reported the auctioning of artwork at coffeehouses and taverns throughout London in the late 17th century. In the early 18th century the great auction

houses were created. Sotheby's was created in 1744 and Christie's was created in 1766.

Early accounts of the use of auctions in America occurred in the South when slaves were often sold at auction. Auctions were often used to liquidate estates. An often time, the owner of the goods was not disclosed because the current social norms did not look favorably upon auctions.

Apart from the early modern records of the use of auction mechanisms in England and America, auctions were used in the Netherlands and Germany as well in the later part of the 19th century. Auctioning in the Netherlands dates back to 1887 when it was used for the sale of fruits and vegetables.(Myerson 1981).

Under the laws of Kenya, auctioneering business was legalized by an act of parliament(AuctioneersAct,1996) and recognizes a licensed person who attaches for sale any movable or immovable property in execution of a court order made pursuant to the provisions of any written law or contract; sells or offers for sale any movable or immovable property or any interest therein by auction or by any other mode of sale by competition, Carries out evictions under an order of a court and repossesses goods from any person pursuant to the provisions of any written law or contract, as an auctioneer.

2.3. Socio-Cultural Factors and Participation of Auctioneers in Auctioning Industry

Culture is the collective programming of the mind that distinguishes the members of one group or category of people from another (Hofstedes 2001).According to Landes (1998)

culture is an important determinant of economic success. He further points out that if one is to learn anything from the history of development; it is that culture makes all the difference.

A study conducted by Chrisman, Chua and Steirer (2002) to investigate whether different dimensions of culture influences the performance of a cross section of new ventures in the U.S, and also to examine how culture might affect the collective perception of the entrepreneurs who started these firms reveals that only family involvement has a consistent impact on perception and performance of new ventures. Carter and Wilton (2006), argue that societies vary in their ability to create and sustain entrepreneurial activity. This study seeks to investigate if in any way business culture and more so family involvement influences auctioneers participation in the industry within the Nyanza /Western chapter of Kenyan auctioneers, with the view that auctioneering is an upcoming business venture in Kenya. In the same light, an analysis of cultural factors affecting entrepreneurship in the Philippines, by Jesselyne and Mitchell (2000) discovered that elders can be used in specific instances as entrepreneurial role models. Dana (1997) conducted an ethnographic study of entrepreneurs from Lesotho and found out that the culture in Lesotho encourages entrepreneurship in as much as it values the accumulation of wealth; however the same culture hinders some aspects of entrepreneurial activity through value laden perception of property.

A National Knowledge Commission (NKC) report on entrepreneurship in India by Goswami. *et al.* (2008), noted that socio-cultural factors such as social norms, family values, networks and social value of entrepreneurship play a key role in nurturing the entrepreneurial ecosystem. The NKC study explored the degree of family support (a socio –cultural factor, particularly in India) that the entrepreneurs received at the time of starting their venture, and over rally, as many as 74% of the entrepreneurs were supported by their families. Support by family members to auctioneers in the Nyanza /Western Chapter of Kenyan auctioneers is not

known and therefore in this study, this will be revealed and hence it will be discovered if this is a determinant in the auctioneers' participation.

In terms of gender as a socio-cultural factor in entrepreneurship, the NKC study revealed that out of the 24 female entrepreneurs interviewed two thirds said their gender did not make any difference to their entrepreneurial ventures. More than a fifth considered their gender to be an advantage rather than a disadvantage as an entrepreneur. Only 13% of the female entrepreneurs interviewed said that their gender had hindered them on the way to becoming successful entrepreneurs Our study seeks to know if The Nyanza/Western Chapter of Kenyan auctioneers identifies with the situation in India, putting into consideration the fact that out of the 28 licensed auctioneers in this region only one of them is a female.

Women's lower wages and under representation in the most competitive professions is well documented. For example, only 2.5 percent of top five executives for a large group of U.S firms are women. (Bertrand and Hallock,2001).According to O' Brian (2006) only about 17 percent of partnerships at major law firms in the U.S were held by women in 2005.Auctioning business being technical is expected to have low participation by women probably because of the nature of work that at times calls for masculine activities.

A study conducted by Flory and List (2010), on Tiger Women of Chinese University, about gender signaling of a desire to win, reveal that a difference in competitiveness is due to gender differences in confidence and that competition is pervasive in most spheres of life. In anyone of these, it is observed among the winners a combination of ability, risk attitude and confidence in ability. This research also revealed that women tended to select out of competitive jobs for which they were equally qualified and therefore labor markets disparities may not be due only to discrimination. The discovery made in this study may point a finger to

the involvement in this industry in the Nyanza /western chapter of Kenyan auctioneers as there is only one woman auctioneer practicing.

A study by Cater (2010), about auction industry profiles, trends, and success keys in The U.S.A, talked about the auctioneer and based on the mode of responses to the demographic questions on the survey, the profile of the typical auctioneer is a male, 51-65 years of age with a high school diploma, works full time business and has been in business 21 plus years. In terms of gender more clearly according to this study, 90% of the total population studied was male whereas 10 percent were female. The reasons for the above revelations were not given in this study and therefore, in the Nyanza/western chapter of Kenya auctioneers the study will find out the reasons for the low involvement in the industry if the scenario is the same.

Talking about the age bracket of entrepreneurs according to the above study, 46% of the respondents were between 51-65 years of age, 30% were 36-50 years, 14% were over 66 years, 9% were 25-35 years and 1% were 18-24 years. Again the reasons for the above findings were not clearly spelled out, and therefore in this study, it is paramount that an explanation is put forth, peradventure the scenario becomes similar.

Schoof (2006) acknowledges that the provision of entrepreneurship education and training is critical for the growth and development of entrepreneurship. Auctioneers dedicate many long hours to prepare for and orchestrate a single auction, so that when the gavel falls, the outcome is positive for both the buyer and the seller. Some of their responsibilities include rendering appraisals on Merchandise, advertising the sale, repairing and cleaning up items for display, keeping financial records of items sold and cleaning up the site after the sale. The National Auctioneers Association of America (N.A.A-2011), reports that many auctioneers attend auction school to learn their trade then become licensed in their profession. They also attend annual continuing education classes to keep up on trends and to learn new methods such

as video auctioneering and live internet auctioneering. This then makes some auctioneers specialize in fields such as real estate, personal property agri-business and more. The ability to market auctions and merchandise effectively comes from an intimate knowledge of the specific types of merchandise, its value, the demand for such merchandise, and the targeted market. Beyond being able to juggle a number of duties, the prospective auctioneer needs to be personable and work well with a variety of people. During the course of organizing a sale, the auctioneer consults with the seller, field questions from potential buyers and, on occasion, mediates disputes.

Brandly (2008), in his research on auctioneers' use of marketing skills and urgency concluded that auctioneers use marketing skills and urgency to sell property fast. Auctioneers are trained today to be experts in marketing so they can bring exactly the right bidders to their auctions, making an effective sale with a good price for the seller in a timely fashion. This increased effort in Marketing is often what draws bankers, attorneys, court appointed trustees and others to turn property over to auctioneers for a rapid and successful sale. Auctioneers learn more sophisticated marketing techniques in seminars, real estate auction programs and by networking with peers who use technology well. Auctioneers today know the real key to making an auction successful is not just talking during the auction but it is getting the right people at the auction and moving them to bid .This study seeks to find out hurdles faced by the auctioneers during the sale of their goods.

In America young auctioneers start working as clerk or bid callers for the family auction business. Some NAA members now run businesses that have been in their family for two or three consecutive generations (NAA-2011). Many auction companies continue to be family-held endeavors, with extended family members helping organize and staff sales. There are also dozens of auction schools and programs, either independent institutions or programs that are

affiliated with a community or four-year college. Schooling can last for a couple weeks or as long as a college semester (NAA-2011). An individual can expect to learn the trademark auctioneer chant, how to market your services and sales and how to get started in the auction business. The NAA has developed a growing list of auction schools from across North America. Practical experience as an apprentice under an experienced auctioneer is also a way to learn many of the crucial day - to-day operations of running an auction business.

Carter (2010) in a research project ‘Auction industry (2010) concluded that auctioneers required assistance mostly in the area of marketing, advertising and technology to be able to participate successfully in the industry. He came up with the following statistics. When auctioneers were asked what areas they required assistance in order to be confident and effective in their practice, they responded marketing / advertising and technology 43% of the time. Below is a statistic of the finding.

Table 2.1: Areas requiring assistance

Areas Requiring Assistance	
Business Proposals	10%
Licensing	4%
Contracts	8%
Clerking / Billing	4%
Accounting / Record Keeping	13%
Marketing / Advertising	20%
Insurance / Bonding	6%
Technology	23%
Human Resources	9%
Other	3%

Source: Industry profiles trends and successes by Carter (2010)

In this study also, 2007 respondents of different age groups were asked about influences on becoming an auctioneer and the data below was attained. It is therefore quite clear that many young people were in the business because of exposure to family business.

Table 2.2: Means of new entry

New Entries in the Auction Business				
Age Group	Exposure to Family Business	Referral from Someone in Business	Career Counseling / Career Program	Experience Attending Auctions
18-24	63%	6%	0%	31%
25-35	51%	11%	0%	39%
36-50	33%	10%	2%	55%
51-65	24%	14%	1	61%
Over 65	18%	13%	1%	68%

Source: Industry profiles trends and successes by Carter (2010).

In the NKC study, it was deduced that entrepreneurship requires ample number of productive human resources with multiple skills for a sustained period of time that can transform opportunities. Entrepreneurs generally agree on the utility of education, however there is potential to improve the relevance of subjects of study. The study further suggested that to improve the educational space for entrepreneurship then entrepreneurship ought to be introduced as a compulsory subject in business schools.

Recent studies in South Africa (SAIA-2012) reveal that auctioneers should enjoy working with people and have a good people's skills, good sales skills, are able to influence other people, be physically strong and healthy with good eye sight, be a confident speaker with

a good voice and have the ability to talk rapidly. This has contributed immensely to people's participation in this industry as many enjoy the art of speaking. According to the South African Institute of Auctioneers (2012), there are no formal qualifications required to become an auctioneer. Most auctioneers work as auction clerks and general assistants while studying intensive years In-service training courses at Auction companies accredited with the South African institute of Auctioneers. Training is mostly practical and takes 4-5 years, exposing the auctioneer to auction sellers and buyers. During this time, the auctioneer develops his or her own auctioning style. Senior certificate is required to train as an auctioneer. African languages, Afrikaans, English and accounting are recommended subjects for metric. It is useful to have a tertiary qualification in marketing, sales or public relations from a University, technical or private college. The Kenyan case is not clear on schooling and any extra training for auctioneers. In this study, the researcher sought to find out the academic and practical experiences of auctioneers to know if this may influence their participation in the industry.

As stipulated in the Auctioneers Act (1996), in the Kenyan Laws, to operate as an auctioneer there must be evidence that the applicant has four 'O' level passes including passes in English and Mathematics. Together with that, the applicant must have a working knowledge of the rules applicable to auctioning and attachment of sale of property with a minimum of three years experience with a reputable firm of auctioneers. This requirement is quite a challenge to the Kenyan people in that the knowledge is not in the public domain and also very few operating auctioneering firms would open their doors for the public to gain experience in the profession. Considering the art of auctioning business and its operations as shown in the concept of auctions above, one is left wondering if the academic requirement for this business in Kenya would be enough to make an individual participate in it excellently. One's social status and satisfaction to do a certain job perhaps have a lot to do with formal training. (Storey 1994).

The most common public perception of an auctioneer is that of a man or woman, holding a gavel, spitting out a torrent of words and yelling "Sold!" as one lot after another crosses the auction block (Vijay 2001). The chant, that often-indecipherable string of words, is a crucial, but minor aspect of an auctioneer's job. This may be a hidden issue in the public domain. The single most important role an auctioneer takes on is that of marketing expert. Auctioneers are adept at marketing a client's property through the appropriate media and reach a specific audience. In large part, their livelihood depends upon being able to attract those individuals most interested, and therefore, most willing to buy a particular item. In addition to long hours, an auctioneer's annual income depends upon the effort and time devoted to the business. There are auctioneers who have become wealthy after establishing their business. But, often, beginning auctioneers get their start working as a part-time auctioneer and holding down another job. Like any business venture, the return in income is largely dependent upon the amount of time and effort spent doing that very business. Ochs (2012) Believes that the public often associates auctioneers with rural communities and livestock barns, notes that auctioneers have the opportunity to reshape public perception and re-brand the auctioneer as a business professional capable of marketing and selling all types of real and personal property.

According to Chandler and Hanks (1993), auctions have been viewed in varying lights over the centuries. An address by the colorful Auctioneer Millington included in an auction catalogue of Paintings and Linings at the Barbados Coffee-House in London in February 1689 implied that art auctions were considered disreputable. In the eighteenth century, those in the art auction trade, and the very trade itself, were satirized in political cartoons and the theatre by artists like William Hogarth. However, this satire does not appear to have focused on attempted fraud such as the dealers' ring, but rather on the mannerisms of the auctioneers. In the nineteenth century, an overriding stigma attached to the business of auctioneering because of its identification with the auction of slaves. Anti-auction.

Sentiments were recorded in Paris, London and New York, the three most important markets for art. In these cases auctioneers were accused of malpractice including causing bankruptcy; providing an instrument for the sale of stolen or fake art; selling inferior goods; corruption, fraud and having a deleterious affecting the business of dealers. It was not until government began to regulate the art trade and the frequency of art auctions, with their growing social cachet, increased that auctioneers and auctioneering began to cast off some of their former unsavory image. The public perception of auctioneers began to change by the late eighteenth and early nineteenth centuries. (Smith 1990).

Over the last decade, particularly the last few years, the South African auction industry has seen impressive growth in terms of market share, asset inventory and familiarity within the public domain. The future of the local industry looks very positive as the benefits of the auction method for the buyer and seller are recognized on a wider scale, and the perception that auctions are exclusively used as a channel for foreclosed and liquidated properties is dispelled. (Levit 2010).

A study conducted by Brandly (2012) in Indiana with theme to find out how ethical auctioneers are, concluded that generally the public doesn't perceive auctioneers to be ethical. A group of 100 auctioneers were asked to give reasons for the above and it was clear that it was the belief in the public domain that people paid a salary are more ethical than those on commission, People with more education are more ethical than those with less. People with jobs portrayed as ethical on television are more ethical than those who are not. People in the personal-care industry are more ethical than those who are not. People who provide a service are more ethical than those who provide a product. People who are paid indirectly are more ethical than those paid directly. People who have more consistent contact with a client are more ethical than those who may only have one contact. People in non-sales jobs are more ethical

than those in sales jobs. Definitely auctioneers are not found in any of the above description of ethical people. This is because, they are in the sales field, are paid on commission, they are not in the personal care industry and meet clients only one time.

2.4 Economic Implications and Participation of Auctioneers in Auctioning Industry

Auctioneering like any other business venture requires capital to start up and also has economic implications to operate. Shubik (2004) defines startup capital as the money that is required to start a new business whether it is used for office, space, permits, licenses, inventory, marketing or any other expenses. This money can come from a bank in the form of a bank loan, from investors or from an individual's personal savings.

Some auctioneers who have good reputation and sales records start their own auctioning companies while others find opportunities for career in the field of sales and marketing. Auctioneers work mostly on commission basis. The amount of commission depends on the auction, the company they are working for and the items sold. It is worth noting that for those who start up their own companies to break into can be very difficult as the market is saturated in some areas, therefore they have to be prepared to auction movable items rather than real estates and this requires an auction premise. In America, any premise used for public auction must be registered unless the auction is a one day charity event. There is an application fee which must be paid at the time of registration, besides the cost of leasing or renting the premise (NAA-2011).

Brandly (2008), points out that there are many tasks involved in conducting an auction other than bid calling. Adverts have to be placed, staff has to be hired and trained. This is rather a tall order for individuals beginning because it requires a strong financial base.

In Kenya today, The Auctioneers Act (1996), mandates The Kenya Auctioneers Licensing Board (K.A.L.B) to issue licenses to those who may want to practice. Class 'A' license application form is to be sent together with an application fee of ksh.1000, evidence that the applicant has available to him secure premises, acceptable to the board and sufficient to store and auction goods. Cash deposit of one hundred thousand shillings or a guarantee of a similar amount from a bank. There should also be evidence that the applicant has insured his premise against burglary fire and theft for a minimum sum of five ksh.500, 000.An application for a class 'B' license is also forwarded with an application fee ksh.1000, and evidence that the applicant has insured his premises against burglary, fire and theft for a minimum of ksh.1000000, and for goods in trust for a minimum sum of ksh.500, 000(Auctioneers Act-1996. Appendix 4).This study sought to find out how affordable is the above to an auctioneer to propel and sustain one to participate in the industry more so in the Nyanza /Western chapter of the Kenyan auctioneers.

Storey (1994) highlights the problems that entrepreneurs face in terms of credit acquisition for startup businesses. This is because the lenders are never certain if the businesses are low or high risk businesses. Auctioning business falls under this category of business and acquiring credit to begin it is not easy. It is evident that the auctioning business depends entirely on an individual's marketing strategy, a factor that lenders can not be so sure if it will be done well by the borrowers.

However reporting the findings of a study undertaken by Cambridge researchers on small firms R&D Technology and Innovation in the U.K, Hoffman *et al* (1998), state that despite being found to be a frequently cited barrier for small businesses, only a small number of firms seeking finance failed to find. Generally speaking, states in the eastern-half of the United States require licensing, where as the states in the western-half of the United States do not.

However, each state has their own licensing requirements like schooling, testing, apprenticeship, a bond, continuing education and associated fees; other states require nothing of the kind.

There are no formal auctioneering courses available in New Zealand. So, auctioneers who want to participate in professional development are increasingly taking online training courses. This means that an individual must be able to pay some money towards this. To become a licensed auctioneer you need to be individually licensed by the courts. You must meet requirements under the Auctioneers Act 1928, which are based on an assessment of whether you are a "fit and proper person". The court also takes into account your financial position and character. Licenses are renewed every year, and the police are responsible for vetting applicants. This study sought to find out the Kenyan situation, if finances determine involvement in this industry. In the NKC study, it was revealed that 63% of the respondents financed themselves into their businesses, 22% received financing from the banks, 3% received from venture capitalists, another 3% from angel investors and 9% from other sources. It is not known the sources of financing to the Western/ Nyanza chapter of Kenyan auctioneers, an important question that this study sought to answer.

2.5 Government Regulations and Participation of Auctioneers in Auctioning Industry

Firm creation has been believed to be an important channel of GDP growth at least since Joseph Schumpeter. (Kaplan *et al* 2007). In addition to expanding the range of products, entry can create more competition, lower prices for consumers, and may lead to better technology adoption. Changes in the status of existing firms from informal to formal may also have important effects on GDP growth. The ability to start a firm, however, is limited by several factors including the burden of complying with government regulations (Bruton and Runanik

2002). Excessive governmental regulations can provide an incentive to operate illegally. Government regulation also may prevent some entrepreneurs from operating at all since there are inherent disadvantages of operating in the informal sector. A study by World Bank in developing countries (2005) revealed that business registration processes and costs involved are quite cumbersome for new ventures.

Based on data from 85 countries Djankov *et al* (2002) found a considerable burden on the entrepreneur looking to register a firm with the appropriate authorities: the average number of procedures required to start a firm around the world is 10, the average number of days is 47, and the official cost of following these procedures for a simple firm is 47 percent of annual per capita income. Djankov *et al.* (2002) conclude that for an entrepreneur in most countries, legal entry is extremely cumbersome, time-consuming, and expensive. Furthermore, the authors found that "stricter" regulation of entry is associated with sharply higher levels of corruption, and a greater relative size of the unofficial economy.

Straub (2005) argues that the main reason that firms choose to be informal is the desire to evade taxes. It is also possible that entrepreneurs are able to avoid the "excessive" regulations through bribes, thus effectively reducing the impact of regulation. However, in spite of the multitude of barriers to formal firm creation, there has been considerable emphasis on the difficulty of complying with all of the regulations required to open a firm in developing countries (World Bank 2006, Economist 2004, De Soto 1989, and Easterly 2006).

Governmental regulations can affect the motives of clients and customers. In America, the lack of auction licensing regulations in many states has made it easier for long-time auctioneers to stay in business without the concerns of meeting regulations, but it has also made it easier for people that want to call themselves auctioneers to get into the business. Because auctioneers have fought new auction regulations for so many years, they are now realizing the negative consequences of making it easier for others to get into the business (N.A.A, 2010).

Small businesses are responsible for nearly two-thirds of job growth in this country, but their ability to move our economy forward has been dulled by the more than 4,000 regulations currently in the works. When governments impose regulations on small businesses that drive up the cost of doing business, it's like imposing a tax. That's why whenever small businesses are polled, such as by Gallup, business owners regularly put regulatory burdens at or near the top of concerns. And it's not just business owners' perception. As Professor Scott Shane has pointed out in the past here on Small Business Trends, researchers and even World Bank studies have shown that regulations adversely impact small businesses, in four ways:(World Bank 2006) Regulatory compliance puts a disproportionately large burden on small companies because they don't have as much revenue to spread the costs over, as do large firms. Regulations make small businesses less competitive against foreign competition. Regulations add uncertainty, which keeps small businesses from investing in capital purchases, services and hiring. New regulations add complexity and often have unintended consequences.

Campbell (2003),in a survey to discover the biggest challenge facing small businesses concluded that Inappropriate regulations result in an increase in costs and damage productivity and Competitiveness. Appropriately targeted regulations can have distinct benefits and the key issue for policymakers is to ensure that there is an economic justification for any regulations introduced and that they are framed in a manner which minimizes the negative impact on economic welfare. Complying with government regulations was the major headache for individuals who desired to venture into small businesses.

A study on the impact of regulations on companies in Sweden by Hjalmarsson (2010) indicates that indirect economic consequences of the regulatory burden are considerable. The regulatory burden can theoretically have several indirect effects. To begin with, it can be expected that competitive pressure and entrepreneurship would be affected since the entry of

new companies is negatively affected. These effects mainly occur through the companies' cost structure is affected by the regulatory burden and cause entry barriers into businesses.

The NKC study (2008) again shed some light on the problems faced by entrepreneurs in India, and pointed out strongly that Government regulations were a major hurdle in the process. The following indicators were noted; starting a business required 13 procedures and 33 days to complete, dealing with licenses required 20 procedures and 224 days, registering a property, 6 procedures and 62 days and paying taxes 60 payments of 271 hours.

Maina (2012) examines the cost of doing business in Kenya and concludes that it's unacceptably high. One major contributor is business regulations in the country. The damaging effect of this single factor is so immense that it is felt right from the point of registering a business, through the life business operation to the point of business closure. The effect is also felt by manufacturers when say, buying or leasing immovable property, complying with the onerous tax requirements, getting credit to finance their business operations as well as in dealing with export and import procedures Kenya has in the past received international accolades for her efforts in streamlining the licensing system and improving her regulatory decision making. (World Bank, 2008) It is a well acknowledged fact that this happened after the government took major steps to instigate licensing reforms by reviewing the regulatory regimes that resulted in the elimination, simplification, consolidation and harmonization of business licenses. This study therefore seeks to find out if government regulation like licensing is a determinant in the participation of auctioneers in the Nyanza / Western chapter of Kenyan auctioneers.

2.6 Technological Know-how and Participation of auctioneers in the Auctioning Industry

The use of technology in the present day business world is inevitable. For any business to expand and compete favorably in any market or even in attempting to cut a niche for operations and good profit making, the use of current technology like online or internet has proved quite useful and has in turn made the business arena make great strides in the present and recent past.

Pinker, Seidmann and Vakrat (2003) acknowledge the fact that electronic markets based on the internet has made auctions a more common and integral part of the way commerce is conducted. The expanded applicability of this trading mechanism and the enormous flexibility granted by the computational power behind online auctions present firms with many important decisions and that auctions in purchasing are a relatively new topic in academia, regardless of the internet type.

The earliest Internet auctions appeared in 1993, with auctions based on Internet news groups (Lucking 2000). In 1995, the first Internet auction websites opened, with On Sale (www.onsale.com) and eBay (www.ebay.com) starting operations. Today, there are hundreds, if not thousands, of websites dedicated to online auctions. An incredible variety of goods and services is auctioned on the Internet.

A study by Beam and Segev (1998) on auctions on the internet, reveal that auctions on the internet have recently become quite an active area both in industry and academic research. They further reveal that an online auction is much simpler than a full blown negotiation, in that it reduces the state space of the negotiation to price alone, and has the additional advantage of being an institution where conduct can be delegated to an unsupervised agent. The above view is supported by Milgrom, (1998). For over 20 years now, automated auctions have been

determining the real time price of commodities .the development of secure transactions ,the spread of easy to use web browsers and point and click technology the tremendous cost of going paperless and the growing internet population have all contributed to the raise of more online auctions. In this study, I therefore seek to discover if auctioneers in Kenya, especially the Nyanza /Western chapter section embraces and uses current technology in their day to day operations and the benefits of the same as indicated in the study above.

Online auction is a web page, which displays information about a good or service with the intent to sell it through a competitive bidding procedure to the highest bidder(s). While some online auctions also allow telephone or in-person bidders to participate, a bidder must have the ability to bid for (and possibly win) items completely online in order for the auction to be considered an online auction in this study. The delivery and payment processes do not necessarily have to be electronic; often, an express mail shipment would deliver the product and payment would be made online by credit card or offline by check or purchase order (Milgrom 1998). Online auctions are an extremely dynamic, fast-changing brand of electronic commerce which is still in their infancy. The technology is just beginning to develop to the point that it is feasible to run an online auction, and the business models are just beginning to serve the tremendous online activities.

Auction Web was founded in San Jose, California, on September 5, 1995, by French-born Iranian-American computer programmer (Beam and Segev ,1998) as part of a larger personal site that included, among other things, Omidyar's own tongue-in-cheek tribute to the Ebola virus. One of the first items sold on Auction Web was a broken laser pointer for \$14.83. Astonished, Omidyar contacted the winning bidder to ask if he understood that the laser was broken, and in his reply he customer astonished him by actually saying that he was a collector of broken laser pointers.

EBay Inc. (stylized as eBay) is an American multinational internet consumer-to-consumer corporation, headquartered in San Jose, California. It was founded in 1995, and became a notable success story of the dot-com bubble; it is now a multi-billion dollar business with operations localized in over thirty countries. The company manages eBay.com, an online auction and shopping website in which people and businesses buy and sell a broad variety of goods and services worldwide. Such a site in the Kenyan auctioning industry would be of great importance to auctioneers and the researcher sought to find out in this study if the 28 auctioneers in The Nyanza /Western chapter of auctioneers in Kenya are aware of a similar site and if at all they are involved in online auctioning.

Millions of collectibles, decor, appliances, computers, furnishings, equipment, domain names, vehicles, and other miscellaneous items are listed, bought, or sold daily on eBay. In 2006, eBay launched its Business & Industrial category, breaking into the industrial surplus business. Generally, anything can be auctioned on the site as long as it is not illegal and does not violate the eBay Prohibited and Restricted Items policy. Services and intangibles can be sold, too and other services. Moon, (1999) points out that bidding on eBay's auction-style listing is called proxy bidding and is essentially equivalent to a Vickrey auction.

In America, The National Auctioneers Association created the Auction Technology Specialist (ATS) professional designation to provide Auctioneers with training in today's technology, as well as provide instruction on how to use technology to improve one's auction business. In today's marketplace, technology and the Internet are affecting the way consumers choose to buy and sell goods. Adapting to advances in technology and meeting the expectations of your clients via the use of the Internet is becoming an industry standard. The ATS program was developed to assist Auctioneers in their use of technology in their auction business(NAA Education Department,USA,2013).This study sought to reveal if at all such a programs exist in

the Kenyan context of auctioneering, especially in the Nyanza/Western chapter of Kenyan auctioneers.

The study by Pinker, Seidman and Vakrat (2003) on managing online auctions in America shows that the biggest hurdle for auctioneers wanting to implement internet bidding is inventory management. It is in the same light that this study sought to reveal the major hurdles to the use of internet by auctioneers in the Nyanza/Western chapter of Kenyan auctioneers.

The study by Carter (2010) on auction industry in America asked 1972 auctioneers if they had a business website and 76% said yes against 24% who said no. When the same group was asked about their use of social media, 64% responded that they don't use while 36% acknowledged the use of social media. This study therefore sought to find out the significance of use technology by the auctioneers in the Nyanza /Western chapter of Kenyan auctioneers.

2.7 Theoretical Framework

This study is inclined to Keynesian theory of income and employment propounded by John Maynard Keynes in 1936. John Maynard Keynes published the book "The General Theory of Employment, Interest and Money to explain the prolonged and massive unemployment in the Great Depression (Edmund 2011). The book criticizes the classical model. Unlike the Classical economists, Keynes believes that prices and wages are rigid, especially in the downward direction and hence the economy is not a self-correcting mechanism. In other words, Keynes believes that as prices and wages are rigid, the economy can stay at a below-full-employment equilibrium. Suppose that the economy is at the full-employment equilibrium. Further suppose that aggregate demand falls. When this happens, national output will fall below the full-employment level which will lead to unemployment resulting in a downward pressure on wages. Since wages are rigid, in Keynes's view, they will

not fall. Therefore, firms will not increase output and hence national output will stay at a below-full-employment level. Keynes attributes the prolonged and high unemployment in the Great Depression to a prolonged and huge deficiency in aggregate demand and downward rigidity of wages.

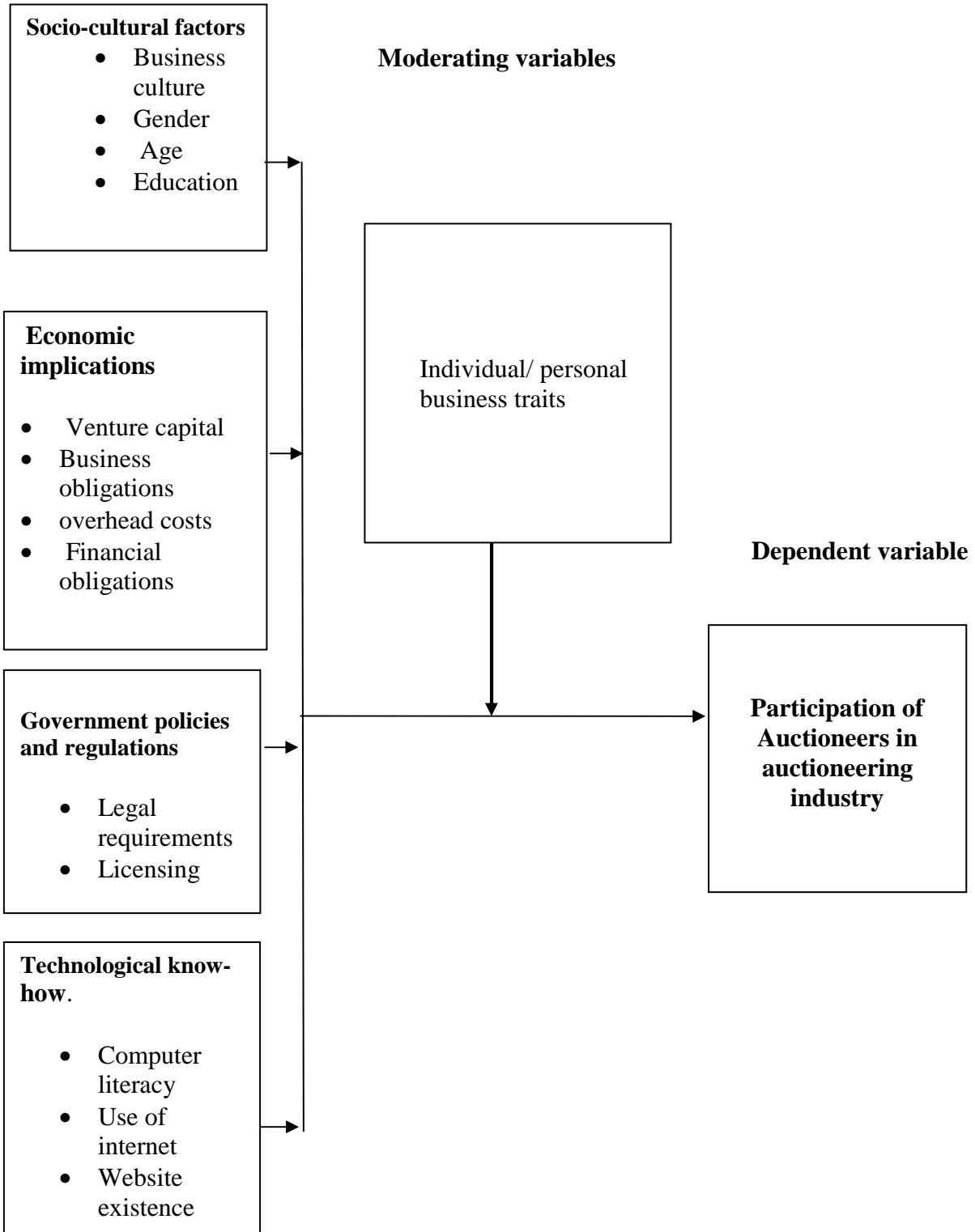
Auctioneering also uses John Maynard Keynes theory especially during the process of bidding to establish the price of a commodity. Just like in Keynes view, wages are rigid and may not fall beyond a certain minimum even if the aggregate demand falls. In the same breath, the price of a commodity may fluctuate as much as possible during the process of bidding but may not go beyond a certain minimum ceiling regardless of the aggregate demand for such a commodity. Auctioneering industry has been used as an antidote to tame the menace of unemployment through self employment. Auctioneering industry, being one of the modern business options provides excellent business opportunities for many aspiring entrepreneurs. Thus, auctioneering as an aspect of business venture provides solution to unemployment by creating consistent streams of income to those who ascribe to it.

2.8 Conceptual Framework

Conceptual Framework is a diagrammatic explanation of the research problem hence an explanation of the relationship among several factors that have been identified as important to the study (Ngechu, 2006).

Figure 2.1: Perceived Conceptual Framework showing the interplay among variables

Independent variables



The conceptual framework (Figure 2.1) verbalizes the interplay among the various variables used in the study. Variables which have been conceptualized as independent include; Socio-cultural factors made up of age, gender, education and business culture of the community concerning the business.

Auctioning just like any business set up, require a certain minimum age. Though there are no written laws in support of this school of thought, age comes with maturity. Maturity is a very important ingredient when it comes to entrepreneurship since it enables an individual to work with people and through people freely, an aspect badly needed in any business venture. Education just like age is vital requirements when it comes to entrepreneurship. Education enables an individual to accumulate a working knowledge about any business, facilitate the processing of daily business obligations, helps in breaking up social barriers which sometimes acts as stumbling blocks in business. Needless to say, education is used as a conduit in transacting virtually all business transactions. Gender may not be a factor any business venture, but in reality more men than women tend to venture in auctioneering business as witnessed in Nyanza/ Western chapter of Kenya auctioneers where out of 28 licensed auctioneers, only one is a woman. Culture is also very instrumental in as far as business is concerned A family that has some business tends to carry on with the same business for several generations. Another important independent variable is economic implications. No business venture can be started without money, as such; money plays a vital role in starting up a business (venture capital). Once a business has been started, its overhead costs must be sustained. Another independent variable, technology know how is equally significant in business especially in auctioneering industry where networking and public relations and proper marketing are core values. As an independent variable, the Government plays a crucial role in providing an enabling business environment. The Government sets up the business pace by providing trading license to willing individuals who have applied and met the legal requirements. Individual/ personal business

traits come in handy in any business. This is because different people possess different business traits and the far one can go in business depends on the inner synergy one is bestowed with. All these variables interact in order to determine the participation of auctioneers in auctioneering industry which is a form of business venture.

2.9 Summary of Literature Review

The literature captured in this section has touched on the concept of auctioning as the public sale of property to the highest bidder and has given a brief history of this industry that clearly shows that this industry is one of the oldest businesses existing. It reveals that auctioning began in 500B.C, when it was the method used for selling women under the condition that they be married. Four types of auctioning process has also been captured as Ascending bid auctions, Descending bid auctions, First price sealed bid auctions and second price sealed bid auctions . Auctioneering requires some level of education but more so training in the field of marketing as this is one of the major duties of an auctioneer. Socio-cultural factors like culture where family members have been evidently present and propelling to auctioneers has assisted many auctioneers to practice. The people who practice auctioneering according to this literature are middle aged and also it is clear that auctioneers attend auction schools to learn their trade. Economic implications according to the literature reviewed mean so much to start ups in this business because without capital, one cannot be able to move. According to the literature also, Government regulations mean so much to people who may have an interest in doing this business. Many get discouraged because of strict rules and regulations that delay registration, and more often than not some people resort to practicing illegally. Finally Use of technology like the internet has enabled auctioneers in other parts of the world like the developed countries to trade with a lot of ease and also the internet has widened the markets of those who use it.

CHAPTER THREE

RESEARCH METHODOLOGY

3.1 Introduction

This chapter describes the methodology that was be used in conducting the study. It describes the research design, target population, sample size and sample selection, the research instruments used, their reliability and validity, procedures for data collection, techniques for data analysis and ethical considerations.

3.2 Research Design

The study adopted descriptive survey research design. Descriptive design was appropriate for this study because it enabled the researcher to collect and analyze quantitative data. Descriptive survey design is a method of collecting information by interviewing or administering questionnaires to a sample of individuals hence suitable for extensive research. It is an excellent vehicle for the measurement of characteristics of large population (Orodho, 2003). It maintains a high level of confidentiality, it is convenient and enables data to be collected faster, enables questions to be asked personally in an interview or impersonal through a questionnaire about things which cannot be observed easily. It also gives the study an opportunity to get an accurate view of responses to issues at both the individual and group level (Kothari, 2003).

3.3. Target population

The study was conducted in Nyanza/ Western chapter of Kenya auctioneers. The study targeted all the 28 licensed auctioneers found in the Nyanza/Western chapter of Kenyan auctioneers.

3.4. Sample Size and Sample Selection

This section describes the sample size and sample selection that was used in the study.

3.4.1. Sample Size

A sample is a smaller group obtained from the whole population. It is a sub group carefully selected so as to act as a representative of the whole population (Mugenda and Mugenda, 2003) A population of 28 licensed auctioneers found within Nyanza/Western chapter of Kenya auctioneers were considered as respondents for the study.

3.4.2. Sample Selection

Sampling is the process of selecting elements from a population in such a way that the elements selected represent the entire population (Orodho, 2005). It is a statistical practice concerned with the selection of individuals intended to yield some knowledge about a population of interest. Sampling is useful in research because one learns some information about a group by studying a few of its members thus saving time and money. This study did not sample because the entire targeted population was 28 auctioneers. All the 28 licensed auctioneers found within Nyanza/ Western chapter of Kenya auctioneers were therefore selected for the study. This is in line with Mugenda and Mugenda (2003) who suggested a complete count (census) in a population of less than 100. Mugenda and Mugenda explained

that a population of less than 100 does not require sampling of representatives for the study. Mugenda asserted that a population of less than 100 is too small to be sampled. For this reason, all the 28 licensed auctioneers were included in the study. The researcher employed purposive sampling technique in selecting respondents (licensed auctioneers) who participated in the study. According to Oso and Onen (2008), purposive sampling is a technique whereby the researcher consciously decides who to include in the study.

3.5. Research Instruments

The research tool that was used for collecting data was a structured questionnaire. A questionnaire is a research instrument that is used to gather data over a large sample and diverse regions. It upholds confidentiality, saves time and has no interviewer bias (Tromp and Kombo, 2006). The structured questionnaire had both open-ended and closed ended questions. The questionnaire was organized into sections intended to extract specific information from respondents. Each section addressed specific objectives and by extension sought to answer specific research questions. Section A sought to obtain information related to demographic characteristics of respondents; section B addressed questions related to the extent to which socio-cultural factors influence participation of people in auctioneering industry, Section C contained questions related to how economic implications influence participation of people in auctioneering industry, Section D had questions related to the extent to which government policies and regulations influence participation of people in auctioneering industry and lastly section E focused on technological know-how of the auctioneers specifically, the use of the internet to enhance their activities.

3.5.1 Pilot Testing

Pilot testing is a trial run of procedures and instruments that one plans to use. Pilot testing may prevent costly mistakes. It is an important step in the research process. The process of pilot testing commenced when the researcher defended her proposal successfully and thereafter got an introductory letter which enabled her obtain a research permit from the National Council of Science and Technology. The researcher presented the permit to the relevant authorities within Nyanza/Western chapter of Kenya auctioneers. Due to the vastness of the study area, the researcher recruited three research assistants with knowledge on research who were holders of Diploma in Research Methods. The researcher then trained the research assistants on how to administer the instruments. The researcher carried out the study together with the three research assistants within the stipulated time. Purposive sampling technique was employed in selecting respondents who participate in the study. According to Mugenda and Mugenda (2003), a pre-test sample of a tenth of the total sample with homogeneous characteristics is appropriate for a pilot study. For this study, 3 respondents which is equivalent to 10% of the sample size were interviewed during pilot testing. The researcher made formal arrangements with relevant licensed auctioneers on the most appropriate date and time of conducting the pilot testing. The information gathered during pilot testing was used to improve the instrument.

3.5.2. Validity of Research Instruments

Validity of research instrument is a measure of the extent to which the instruments measure what they are intended to measure (Kathuri and Pals, 1993). A research instrument is valid if it actually measures what it is supposed to measure and when the data collected through it accurately represents the respondents' opinions (Amin, 2002). Validity of the research instruments were ascertained by conducting a pilot study. This ensured that instructions were clear and all possible responses to a question were captured. Content validity of a measuring instrument is the extent to which it provides adequate coverage of the investigative questions guiding the study (Mugenda and Mugenda, 2003). In this study, content validity was determined by consulting experts in research methods in the school of continuing and Distance learning of the University of Nairobi. These experts looked at every question in the questionnaire vis-à-vis the objectives of the study and did their own analysis to verify that the questions contained the content of the area under study. Recommendations from experts were taken into consideration to improve the instrument.

3.5.3. Reliability of Research Instruments

Reliability is a measure of the degree to which a research instrument yields consistent results or data after repeated trials (Mugenda and Mugenda, 2003). The researcher adopted split half technique of assessing reliability because it requires only one testing session. This technique was also preferred because it eliminates errors due to the respondents ease in remembering responses from the first test, a phenomenon common in test-re test technique. The split half technique overcomes this problem by developing one scale for each variable and then dividing the scale into two halves (even verses odd numbers) which are scored separately for each respondent. The scores are then correlated to check on the consistency of responses

from respondents. Since split half procedure is based upon a correlation between scores obtained on only half the test, a correction is needed to determine the reliability of the entire test. The Spearman Brown prophecy formula is used to make corrections as follows:

Where **R** is the corrected reliability coefficient

r is the reliability coefficient from original calculation.

$$\mathbf{R} = \frac{\mathbf{2r}}{\mathbf{1+r}} \quad \text{i.e.} \quad \frac{\mathbf{2 \times \text{reliability for } \frac{1}{2} \text{ tests}}}{\mathbf{1 + \text{reliability of } \frac{1}{2} \text{ tests}}}$$

The reliability coefficient of the research instrument used in this study was 0.6.

According to Dalen (1979), a co-efficient of 0.6-0.8 indicates that there is a high degree of reliability.

3.6. Data Collection Procedures

In order to collect data from the targeted respondents, the researcher obtained an introductory letter from the University of Nairobi and a permit from the National Council of Science and Technology. The researcher then sought permission from relevant authorities in charge of the 28 licensed auctioneers within Nyanza/ Western chapter of Kenya auctioneers. Thereafter, the researcher visited each licensed auctioneer to make appointment on when to administer the questionnaire. The researcher conducted the study in person with assistance from the three research assistants. Questionnaires were collected immediately after being filled by respondents in order to minimize losses through misplacement of questionnaires by respondents. To ensure a high response rate, the researcher explained the purpose of the study to respondents, made questions precise and concise, clarified difficult questions asked by respondents and assured participants of total confidentiality. Before data entry, questionnaires were checked for completeness and data cleaning was done to enhance data quality.

3.7. Data Analysis Techniques

Data analysis is the process of systematically searching and arranging field findings for presentation (Bogdan and Biklen. 1992). It involves organizing the data, breaking it into categories and units and then searching for trends and patterns before deciding to report. It seeks to fulfill the research objectives and provides answers to research questions. The choice of analysis procedure depends on how well the technique is suited to the study objectives and scale of measurement of the variable in question. Data was analyzed using descriptive statistics and presented using frequency and percentage tables.

3.8. Ethical Issues in Research

A permit and research authorization letter were obtained from the National Council for Science and Technology in the Ministry of Higher Education. An introductory letter seeking respondents' permission to be part of the study was given to all potential participants (Refer Appendix I for letter of Transmittal). A copy of the permit approving the study together with the letter of transmittal is attached on the research instrument as a confirmation that the study is legitimate. Written informed consent for participation was obtained from all participants. For confidentiality purposes, respondents' names were not required.

CHAPTER FOUR

DATA ANALYSIS, PRESENTATION, INTERPRETATION AND DISCUSSIONS

4.1 Introduction

This chapter presents findings of the study, which have been discussed under thematic sub sections in line with the study objectives. The thematic areas are: Demographic characteristics of respondents, socio-cultural factors influencing participation of auctioneers in auctioneering industry, economic implications influencing involvement of auctioneers in auctioneering industry, government policies and regulations influencing participation of auctioneers in auctioneering industry and finally, auctioneers technological know-how.

4.2 Questionnaire Return rate

A total of 28 questionnaires were administered to the respondents, only 24 questionnaires were returned for analysis which formed 85.71% return rate. According to Amin (2005), a questionnaire return rate or response rate of 60% is considered appropriate for research. This therefore meant that the questionnaire return rate of 85.71% was appropriate for the study. The questionnaire return rate was high because the researcher administered the questionnaires in person to the respondents and collected them on the same day.

4.3. Demographic characteristics of respondents

This section sought to present the influence of demographic characteristics of respondents on participation of auctioneers in auctioning industry. The demographic characteristics that were investigated were age and marital status. This gave a deeper insight on understanding how these variables influenced respondents' participation in auctioning industry.

4.3.1 Distribution of Respondents by Age

Knowledge of the respondents' age bracket enabled the researcher to be in a better position of fully understanding respondents' age distribution. For this reason, respondents were asked to identify the age bracket which they belong to. Findings were as tabulated in table 4.1.

Table 4.1: Distribution of Respondents by Age

Age bracket(years)	Frequency	Percent (%)
20-30	2	8.3
31-40	6	25.0
41-50	10	41.7
51-60	6	25.0
Total	24	100.0

Out of the 24 respondents who participated in the study 2(8.3%) belonged to the age bracket of 20-30 years, 6(25%) were of 31-40 years, 10(41.7%) were in the age category of 41-50 years and 6 (25%) belonged to the age bracket of 51-60 years. Based on findings of the study, majority of the respondents 16(66.70%) belonged to the age category of 41-50 yrs and 51-60 respectively. This could be attributed to the fact that age comes with maturity which is an essential requirement in auctioneering industry. This further means that the youth or young people in this region are not adequately involved in this industry yet, in the region, majority of youths are not employed or do not have some source of income a factor that has been put forth by research carried out by the Central Bureau of Statistics(2005) indicating that the region has high poverty incidence.

4.3.2 Distribution of Respondents by Marital Status

Understanding respondents' marital status was necessary in order to establish the link between auctioneering industry and social role differentiation. For this reason, respondents were asked to state their marital status. Findings were as tabulated in table 4.2.

Table 4.2: Distribution of Respondents by Marital Status

Marital Status	Frequency	Percent (%)
Single	2	8.3
Married	20	83.3
Separated	1	4.2
Divorced	1	4.2
Total	24	100.0

Out of 24 respondents who participated in the study, 2(8.3%) of the respondents were single, majority of the respondents 20(83.3%) were married, 1(4.2%) of the respondents were both separated and divorced. From the findings, it is clear that the majority of respondents were married 20 (83.3%). These cadres of respondents are mature and responsible, attributes which are essential for any entrepreneurial activity. The findings again indicate that this business venture is somewhat a no go zone for the young people who are found in this region assuming that majority of youths are usually not married.

4.4 Socio cultural factors and participation of auctioneers in auctioneering industry

This section sought to establish the extent to which socio-cultural factors influence participation of auctioneers in auctioneering industry. The socio-cultural factors that were investigated were business culture, gender, age, and education.

4.4.1 Culture and Participation of Auctioneers in Auctioneering Industry

Literature reviewed pointed out that family involvement, a business cultural factor has a consistent impact on perception and performance of new ventures. In the same light, this study sought to find out the extent of family support for the respondents in question. Hence, respondents were asked what influenced them to become auctioneers. Their responses are tabulated in table 4.3.

Table 4.3: Influences to becoming an auctioneer

Responses	Frequency	Percent (%)
Exposure to family business	3	12.5
Referral from someone in business	7	29.2
Experience attending auctions	14	58.3
Total	24	100.0

Out of 24 respondents who participated in the study, 3 (12.5%) indicated that exposure to family business influenced them to become auctioneers, 7(29.2%) were referred to the business probably by friends while majority of the respondents 14(58.3%) got into business because of experience attending auctions. Based on the findings it is rather obvious that business culture has not contributed to the participation of auctioneers in the Nyanza western chapter of the Kenyan auctioneers because culturally, there is little support or influence by family members

into this business venture. This goes a long way in explaining why the auctioneers in this region are only 28 out of the total 294 in the country, and the reason here is that families don't encourage their members to participate in this business venture maybe because they themselves are not involved in it. Suppose so many families practiced auctioneering then definitely their children would take up or inherit the family businesses.

Findings of this study differ with that of Christian and Chua (2002) that explained that family involvement had a consistent impact on performance of new ventures. Another similar study with different findings from this study is of Jesselyne and Mitchell (2000) that discovered that elders can be used as entrepreneurial models but in this study, friends counted much. Lastly, this study has given different indicators on business culture as compared to the study by NKC India (2008) that gave a revelation that 74% of entrepreneurs studied were supported by their families to start up their ventures. These different revelations could be attributed to business cultural difference between the communities in the said studies and the communities present in the Nyanza /Western regions of Kenya.

4.4.2 Gender and Participation of Auctioneers in Auctioneering Industry

In order to deeply appreciate the influence of socio-cultural factors in auctioneering industry, the researcher looked at gender and participation of auctioneers in auctioneering industry. The researcher wanted to know the sex orientation of respondents in order to deduce gender difference and its significance towards involvement of auctioneers in auctioneering industry. Respondents were asked to state their sex orientation. The results were as depicted in table 4.4.

Table 4.4: Gender and Participation of Auctioneers in Auctioneering Industry

Sex	Frequency	Percent (%)
Male	23	95.8
Female	1	4.2
Total	24	100.0

Out of 24 respondents who took part in the study, majority of the respondents 23(95.8%) were male whereas only 1 (4.2%) was a female. This revelation is in line with a report by KALB (2013), about the licensed auctioneers in the Nyanza/Western chapter of Kenya Auctioneers.

In order to fully know the reasons behind the low involvement of women in auctioning industry, respondents were asked to identify reasons why few women participated in auctioning industry through an open ended question in the questionnaire. Majority of respondents 22 (91.70%) quoted that auctioneering requires a lot of energy and therefore women were disadvantaged. This could be attributed to the fact that auctioneering is believed to be men's work and more to that, women fear confrontation, considering the fact that confrontation is inevitable in auctioneering business.

Based on findings of this study, it is clear that gender is a determinant of participation of auctioneers in auctioneering industry as few women are involved. Findings of this study concur with empirical studies conducted by Flory and List (2010) which revealed that Tiger women of Chinese University tended to select less competitive jobs for which they were equally qualified. However, findings of this study do not concur with NCK study (2008) that revealed that gender did not make any difference to women's entrepreneurial ventures and that only 13 % of the female entrepreneurs interviewed acknowledged that their gender had hindered them on the

way to becoming successful entrepreneurs. The main discovery in this study as relates to gender aspects is that women are disadvantaged in this venture because culturally in this region auctioneering is considered a masculine activity.

4.4.3 Age and Participation of Auctioneers in Auctioneering Industry

Age as a social cultural factor is also a determinant of participation in the auctioneering industry. The researcher in this study sought to know the age bracket of auctioneers in the Nyanza/Western chapter of Kenyan auctioneers. For this reason, respondents were asked to identify which age bracket they belonged to. Findings were as shown in table 4.5.

Table 4.5: Age and Participation of Auctioneers in Auctioneering Industry

Age bracket	Frequency	Percent (%)
20-30	2	8.3
31-40	6	25.0
41-50	10	41.7
51-60	6	25.0
Total	24	100.0

Out of 24 respondents who took part in the study, 2 (8.3%) of the respondents were within the age bracket of 20-30 years, 6 (25.0%) were within the age bracket of 31-40 years, 10 (41.70%) of the respondents were within the age bracket of 41-50 years while 6 (25.0%) of the respondents were within the age bracket of 51-60 years. Based on the findings of the study, majority of respondents were aged between 41-50 years, a clear sign that they were of middle age energetic and perhaps able at such an age to meet the challenges of auctioneering industry. What is clear from the findings is that the young people do not engage in this industry.

Therefore auctioneering comes with age, considering the fact that the majority of unemployed people in the country are the youth, could make this venture not so easy to engage in for the young people. The findings of this study are in line with a similar study in the U.S by Cater (2010) on auctioneers that saw the young people as the minority group in this venture of auctioneering. The profile of the typical auctioneer according to Cater, is a male, 51-65 years of age with a high school diploma, works full time business and has been in business 21 plus years. The scenario is more or less the same in the Nyanza/Western regions as per the findings of this study that reveal that 66% of the respondents are above 40 years of age.

4.4.4 Education and Participation of Auctioneers in auctioneering Industry

The level of education of practicing auctioneers was of interest in this study. This was to establish if level of education would contribute to auctioneers participation in this industry. To establish this, the respondents were asked to state their highest academic qualifications, and the findings were as they are in the table 4.6 below.

Table 4.6 Highest academic qualification

Responses	Frequency	Percent
Certificate	16	66.7
Diploma	6	25.0
Degree	1	4.2
Doctorate	1	4.2
Total	24	100.0

Of the 24 respondents in this study, 16(66.7%) were certificate holders, 6(25%) were diploma holders, 1(4.2%) and again 1(4.2%) held degree and doctorate certificates respectively. This therefore means that the academic qualifications required for this venture is reasonable as one does not need very high academic qualifications to involve in the industry. This is an

advantage to the people who may wish to take up the industry in this region. The findings are in line with the requirements found during literature review of this sub theme with reference to the auctioneers act (1996) of the Laws of Kenya which states in part that that, to operate as an auctioneer there must be evidence that the applicant has four ‘O’ level passes including passes in English and Mathematics, among other requirements.

The researcher was also determined to find out the effect of education and training with respect to auctioneering activities within the Nyanza /Western chapter of the Kenyan auctioneers. A question was posed on the questionnaire which asked respondents whether they had attended any auction schools. Findings were as tabulated in tables 4.7.

Table 4.7: Auction School Attended

Responses	Frequency	Percent (%)
Yes	1	4.2
No	23	95.8
Total	24	100.0

Out of 24 respondents who participated in the study, only 1 (4.2%) had attended an auction school where as a whopping majority of respondents 23 (95.8%) had not gone to any school specifically to learn about auctioneering business. The literature reviewed in this study revealed that there are no auction schools in Kenya. Other countries like America, South Africa and India have auctioning schools where auctioneers attend to learn their trade. A report by the NAA (2011) indicated that many auctioneers in America attend auction schools to learn their trade and then become licensed in their profession. In other words, for one to be licensed, he or she must have attended an auctioning school. The Kenyan case is different. There are no auctioning schools, instead an individual is expected to have an O level pass, with a pass in

English and Mathematics, there after attend workshops and seminars while practicing. This revelation qualifies that the area of education and training poses a challenge to auctioneers because one is left wondering how they learn the art of auctioneering. Comparing the findings of this study and the NAA report, it is evident that auctioneers in this region do not find it easy, because for any venture of this caliber to succeed, education and training is a major booster.

In order to appreciate the importance of education and training in auctioning industry, the researcher cross tabulated course attended in auctioneering industry against workshop attended and obtained the results reflected in table 4.8.

Table 4.8: Course Undertaken In Auctioneering Industry against Workshop Attended

	Attended a workshop			
	Yes		No	
	F	%	F	%
Course on Auctioneering	21	87.5	2	8.3
	0	0	1	4.2
Total	21	87.5	3	12.5

Out of 24 respondents who participated in the study, majority of respondents 23 acknowledged the fact that they had attended workshops where as only 1 respondent had not attended any workshop. This highest number of respondents who had attended workshop acted as a positive pointer that education and training is an important requirement for practicing auctioneers, an aspect which justifies the fact that education and training is a determinant in the participation of auctioneers in the Western/Nyanza chapter of Kenyan auctioneers. The auctioneers in this region value training, an indication that practicing without training is impossible. Auctioneers definitely require formal training to excel. The NKC study (2008)

emphasized the importance of education and training by recommending that entrepreneurship be introduced as a compulsory subject in business schools, to help those who might in their lifetimes desire to become entrepreneurs.

4.5 Economic Implications and Participation of Auctioneers in Auctioneering Industry

This section sought to discover the sources of finances for the respondents and if finances had anything to do with their participation in auctioneering industry. Economic implications that were investigated include; venture capital, overhead costs as well as financial obligations.

4.5.1 Venture Capital and participation of auctioneers in Auctioneering Industry

In order for the researcher to explore how economic implications influenced their involvement in auctioneering industry, respondents were asked to state how they acquired capital to start off their businesses. Their responses were as reflected in table 4.9

4.9: Sources of Venture Capital

Responses	Frequency	Percent (%)
Bank loans	3	12.5
Personal savings	21	87.5
Total	24	100.0

Out of 24 respondents who participated in the study, majority of the respondents 21(87.5%) acquired their venture capital from personal savings while only 3 (12.5%) of the respondents received venture capital from bank loans. This means that not so many people can venture into auctioning business in this region because it takes only personal savings to start

up, a fact that is difficult to achieve keeping in mind that this region has a high level of poverty incidence. Literature reviewed noted that auctioneering industry depends entirely on an individual's marketing strategy; a factor that lenders feel is a tall order for the borrowers. These findings are in agreement with NKC study (2008) that revealed that majority of entrepreneurs (63%) financed themselves into their businesses. This study revealed two major sources of venture capital; bank loans 12.5% and personal savings 87.5% which differ from NKC study that revealed several sources other than personal savings including; bank loans 22%, venture capitalists 3% and angel investors 3%.

4.5.2 Overhead Costs and participation of Auctioneers in Auctioneering Industry

The researcher was interested in establishing the overhead costs auctioneers incur before engaging in auctioneering industry. In order to capture this important information, the researcher enquired from respondents whether it was affordable for beginners to acquire a trading license or not because only licensed auctioneers are allowed to practice in Kenya, by the Laws of this land. Their responses were as shown in table 4.10 .

Table 4.10: Cost of Licensing for Auctioneers

Responses	Frequency	Percent (%)
Affordable to beginners in business	7	29.2
Not affordable to beginners in the business	17	70.8
Total	24	100.0

Out of 24 respondents who participated in the study, 17(70.8%) asserted that the cost of licensing was not affordable to beginners whereas only 7(29.2%) echoed their voices that the cost of licensing was affordable to beginners in the business. Sentiments from majority of respondents clearly signaled that auctioneering had great economic implications which if not

met hindered auctioneers participation in the industry. Literature reviewed indicated that an auctioneering business license costs not less than one hundred thousand Kenya shillings to acquire.

4.5.3: Financial Obligations and Auctioneers Participation in Auctioneering Industry

In order to understand the financial obligation for individuals interested in engaging in auctioneering industry, it was prudent for the researcher to establish the range of capital required to obtain a trading license before venturing into auctioning business. For this reason, the researcher cross tabulated the capital required to venture into auctioneering industry against the cost of securing an auctioneering license. The results were as reflected in table 4.11.

Table 4.11: Capital required to venture into auctioning industry against Cost of securing an auctioneering license

		Cost					
		Below 10 000		20 001 - 50 000		Above 50 000	
		F	%	F	%	F	%
Capital	10001 - 50 000	0	0	1	4.1	0	0
	50001 - 100 000	1	4.1	15	62.5	7	29.3
Total		1	4.1	16	66.6	7	29.3

Based on findings of the study, it was evident that one needs not less than 100 thousand shillings to be able to venture into auctioneering. Literature reviewed also indicated that for one to secure an auctioning license, one requires a cash deposit of 100 000 shillings or guarantee of a similar amount from the Bank. This has further emphasized that in this industry, finances are an issue, or even a thorn in the flesh especially if one has a weak economic base.

4.6 Government Regulations and Participation of Auctioneers in Auctioning Industry

This section sought to know if Government regulations and policies determined participation of auctioneers in the industry, within the Nyanza/Western chapter of the Kenyan auctioneers. The Government regulations that were examined included licensing and legal requirements.

4.6.1 Licensing of Auctioneers and their Participation in Auctioneering Industry

In order to understand the role of Government in auctioneering industry, the researcher sought to know from respondents the duration the Government took to issue a license after application by auctioneers. Responses of respondents were tabulated in table 4.12.

4.12: Time before the license is issued after application

Responses	Frequency	Percent (%)
1 month	1	4.2
2 - 6 months	13	54.2
7-12	6	25.0
Over 1 year	4	16.7
Total	24	100.0

Out of 24 respondents who participated in the study, majority 13 (54.20%) received their licenses from the government within a period of 2-6 months, 6(25%) of the respondents received their licenses between 7-12 months, 4 (16.7%) of the respondents received their licenses after 1 year and only 1(4.2%) of the respondents received their trading license within a duration of one month. Comparing the findings of this study and the NKC Indian study of 2008, whereby Government regulations were a major hurdle in the process of starting a

business in which case starting it required 13 procedures and 33 days to complete, dealing with licenses required 20 procedures and 224 days, registering a property, 6 procedures and 62 days and paying taxes 60 payments of 271 hours. It can be deduced that in the Kenyan case, Government regulations are also a hurdle. Another study significant to the above findings is that of Hjalmarsson (2010) on the impact of regulations on companies in Sweden that concluded that companies affected by regulatory burden can cause entry barriers into these businesses. The findings of this study on the duration reveal that one has to wait for several months in order to acquire a license in Kenya; a factor that can easily discourage somebody who is interested in practicing. This duration also affects renewal of licenses for those who practice putting into consideration that before an individual's license is renewed, one cannot be in business. Renewal is done on yearly basis in Kenya.

4.6.2 Legal requirements and Participation of Auctioneers in Auctioneering Industry

The researcher looked at legal requirements to be met before one engages in auctioneering industry in order to further determine how government policies and regulations influence participation of auctioneers in auctioning industry. In order to achieve this noble course, respondents were requested to identify the legal requirements to be met before venturing in auctioning business through an open ended question in the questionnaire. An introspection carried out in responses of majority of respondents 18 (75.0%) revealed four major legal requirements. These include; one must be a Kenyan citizen, one must pass in mathematics and English, one must have worked with an auctioneering firm for a minimum of three years finally, one must possess a certificate of good conduct, not forgetting that licenses are renewed yearly. One legal requirement identified by the respondents is quite difficult to achieve. This is for one to have worked with an auctioneering firm for not less than three years. Literature reviewed earlier indicates that the Nyanza /Western chapter has only 28 firms licensed to

practice, which means that the number of employees in these firms is also limited and therefore it can be concluded that this regulation hinders participation of auctioneers in this industry.

4.7 Technological know-how and Participation of Auctioneers in Auctioneering Industry

This section sought to examine how auctioneers technological know-how influences their involvement in auctioneering industry. This was discussed under the following sub-sections; computer literacy, use of internet and existence of an auctioneers website in Kenya.

4.7.1 Computer Literacy and Participation of Auctioneers in Auctioneering Industry

In order for the researcher to capture the influence of technological know-how on participation of auctioneers in auctioneering industry, the researcher was interested in establishing the computer literacy of respondents. For this reason, respondents were asked to identify whether they were computer literate. Their responses were as shown in table 4.13.

Table 4.13: Computer Literacy

Responses	Frequency	Percent (%)
Yes	20	83.3
No	4	16.7
Total	24	100.0

Out of 24 respondents who participated in the study, majority of respondents 20 (83.3%) were computer literate and only 4(16.7%) had no knowledge of computers. This affirms that auctioneers are capable of using computers in the activities that appertain to auctioneering, an indicator concurring with a study by Beam and Segev (1998) that concluded that auctions on the internet had become an active area both in industry and research.

4.7.2. Use of Internet and Participation of Auctioneers in Auctioneering Industry

The researcher was interested in ascertaining whether auctioneers technological know-how influenced their involvement in auctioneering industry. In order to achieve this, respondents were required to state if they were aware of online auctioning and to say if they knew of any firm within their chapter which auctioned items online. Findings were as tabulated in table 4.14

4.14: Knowledge of online auctioning

Responses	Frequency	Percent (%)
Yes	5	20.8
No	19	79.2
Total	24	100.0

Out of 24 respondents who took part in this study, majority of the respondents 19(79.2%) were not aware that online auctions exists while 5 (20.8%) of the respondents said that they were aware of online auctioning. Therefore, it goes without saying that majority of auctioneers do not auction online. This means that the market of the auctioneers is limited because the internet enables one to connect with millions of potential customers far and wide. This limitation can translate into this business being a nightmare because live auctions are difficult to conduct in comparison to online auctions.

4.7.3 Auctioneering Website and Participation of Auctioneers in Auctioneering Industry

In the final phase of investigating the influence of auctioneers' technological know-how on their participation in auctioning industry, the researcher inquired from respondents whether any auctioning website existed in Kenya. The researcher asked this question with a view that electronic markets based on the internet has made auctions a more common integral part of the way commerce is conducted. Findings were as depicted in table 4.15.

4.15: Existence of an Auctioneering Website in Kenya

Responses	Frequency	Percent (%)
Yes	3	12.5
No	8	33.3
Not sure	13	54.2
Total	24	100.0

Out of 24 respondents who participated in the study, majority of respondents 13(54.2%) were not sure of the existence of an auctioneering website in Kenya. 8(33.3%) respondents confirmed the existence of an auctioneering website and only 3(12.5%) of the respondents asserted that an auctioning website existed in Kenya. Findings of this study differ with those of Carter on auctioneering industry in America (2010) which inquired from 1972 auctioneers if they had a business website. Results indicated that 76% of the respondents had websites against 24% who did not have. The absence of an auctioneering website revealed by this study means that in terms of technological advancement of auctioneers in the Nyanza/Western chapter of Kenyan auctioneers, there is dire need to have a business website to ease auctioneers work and also widen their market base.

In order for the researcher to further appreciate the integral role played by technology in advancing auctioneering business, the researcher sought to know how auctioneers do marketing of their goods and services. Respondents were asked to state whether they marketed through print media or the internet. Findings were as illustrated in table 4.16.

4.16: Mode of Marketing auctioning Business

Responses	Frequency	Percent (%)
Print media	23	95.8
Internet	1	4.2
Total	24	100.0

Out of 24 respondents who took part in the study, majority of respondents 23(95.8%) use print media whereas only 1(4.2%) of respondents utilize the internet to market their auctioning business. Findings of this study differ with a similar study by Carter (2010) which discovered that out of the 1972 auctioneers studied; only 36% of them used print media for purpose of marketing against 64% who used the internet. The use of the internet is bound to popularize this industry if at all it can be embraced by the auctioneers. This therefore meant that technology especially the use of e-commerce has not been embraced by majority of auctioneers in Nyanza/Western chapter of Kenyan auctioneers.

CHAPTER FIVE

SUMMARY OF FINDINGS, CONCLUSIONS AND RECOMMENDATIONS

5.1 Introduction

This chapter contains summary of findings, conclusion, recommendations, contributions to knowledge and suggestions for further research in auctioneering industry.

5.2 Summary of Findings

The study sought to find out the determinants of auctioneers participation in auctioneering industry. The study revealed that majority of the respondents 16(66.70%) belonged to the age category of 41-50 yrs and 51-60 respectively. This could be attributed to the fact that age comes with maturity which is an essential requirement in auctioneering industry. It was also noted that majority of respondents were married 20 (83.3%). These cadres of respondents are mature and responsible, attributes which are necessary for any entrepreneurial activity.

The first objective of the study was to establish the extent to which socio-cultural factors influence the participation of auctioneers in auctioneering industry. The study found out that majority of respondents 14(58.3%) got into business because of experience attending auctions. Based on the findings it is rather obvious that business culture has contributed negatively to the participation of auctioneers in the Nyanza western chapter of Kenyan auctioneers because culturally, there is little support or influence by family members into this business venture. On gender and participation of auctioneers in auctioneering industry, majority of respondents 22 (91.70%) quoted that auctioneering requires a lot of energy and therefore women were disadvantaged. This could be attributed to the fact that auctioning is believed to be men's work, women fear confrontation, considering the fact that confrontation is inevitable in auctioning business. Majority of respondents were aged between 41-50 years, a clear sign that

they were of middle age energetic and perhaps able at such an age to meet the challenges of auctioning industry. Finally, the study revealed that majority of respondents 23 (95.8%) had not gone to any school specifically to learn about auctioneering business. The literature reviewed in this study revealed that there are no auction schools in Kenya. Other countries like America, South Africa, and India have auctioning schools where auctioneers attend to learn their trade.

The second objective of this study was to explore how economic implications influenced involvement of auctioneers in auctioneering industry. The study established that majority of the respondents 21(87.5%) acquired their venture capital from personal savings. This meant that not so many people could venture into auctioneering industry because it took only personal savings to start up. Majority of respondents 17(70.8%) asserted that the cost of licensing was not affordable to beginners. These sentiments from majority of respondents clearly signaled that auctioneering had great economic implications which hindered many individuals interested in auctioning from participating in the industry. It was evident from the study that one needs not less than 100 thousand shillings to be able to venture into auctioneering industry. Literature reviewed also indicated that for one to secure an auctioning license, one required a cash deposit of 100 000 shillings or guarantee of a similar amount from the Bank. Therefore, due to economic constrains few auctioneers manage to be in the business as renewal of licenses also has economic implications.

The third objective of the study was to determine how government policies and regulations influenced participation of auctioneers in auctioneering industry. The study revealed that majority of respondents 13 (54.20%) received their licenses from the government within a period of 2-6 months, a factor which confirms that Government policies and regulations are hurdles for those who are interested in venturing in auctioneering industry. Majority of respondents 18 (75.0%) revealed four major legal requirements. These include; one

must be a Kenyan citizen, one must pass in mathematics and English, one must have worked with an auctioneering firm for a minimum of three years, finally, one must possess a certificate of good conduct.

The fourth objective of the study was to examine how auctioneers technological know-how influences their involvement in auctioneering industry. Findings of the study revealed that majority of respondents 20 (83.3%) were computer literate. This affirms that auctioneers are capable of using computers in activities that appertain to auctioneering. On use of internet in auctioning, majority of respondents 19(79.2%) were not aware that online auctions exists. Therefore, it goes without saying that majority of auctioneers do not auction online. Majority of respondents 13(54.2%) were not sure of the existence of an auctioning website in Kenya. With regard of marketing auctioning business, the study revealed that majority of respondents 23(95.8%) use print media whereas only 1(4.2%) of respondents utilize the internet to market their auctioning business. This therefore meant that technology especially the use of e-commerce has not been embraced by majority of auctioneers in Nyanza/Western chapter of Kenyan auctioneers.

5.3 Conclusion

The purpose of this study was to examine the determinants of auctioneers' participation in auctioning industry. In terms of the stated research objectives, the following findings emerged from the study:

The study revealed that majority of the respondents belonged to the age category of 41-50 yrs and 51-60 respectively. This could be attributed to the fact that age comes with maturity which is an essential requirement in auctioning industry. It was also noted that majority of

respondents were married. These cadres of respondents are mature and responsible, attributes which are necessary for any entrepreneurial activity.

The study found out that majority of respondents got into business because of experience attending auctions. Based on the findings it is rather obvious that culture has not contributed to the participation of auctioneers in the Nyanza western chapter of Kenyan auctioneers because culturally, there is little support or influence by family members into this business venture. On gender and participation of auctioneers in auctioning industry, majority of respondents quoted that auctioneering requires a lot of energy and therefore women were disadvantaged. This could be attributed to the fact that auctioning is believed to be men's work, women fear confrontation, considering the fact that confrontation is inevitable in auctioning business. Majority of respondents were aged between 41-50 years, a clear sign that they were of middle age energetic and perhaps able at such an age to meet the challenges of auctioning industry. Finally, the study revealed that majority of respondents had not gone to any school specifically to learn about auctioning business. Auctioning entails so many activities that may require marketing skills, management skills like human resource management, issues to do with the law and therefore it goes without saying that auctioning schools with specific and relevant curriculum or syllabus should be available for auctioneers. The literature reviewed in this study revealed that there are no auction schools in Kenya unlike other countries like America, South Africa, and India that have auctioning schools where auctioneers attend and are equipped with necessary skills to learn their trade. This study therefore concludes that socio-cultural factors influence participation of auctioneers in the industry.

The study established that majority of the respondents acquired their venture capital from personal savings. This meant that not so many people could venture into auctioning industry because it took only personal savings to start up. Majority of respondents asserted that the cost

of licensing was not affordable to beginners. These sentiments from majority of respondents clearly signaled that auctioneering had great economic implications which hindered many individuals interested in auctioning from participating in the industry. It was evident from the study that one needs not less than 100 thousand shillings to be able to venture into auctioneering industry. Literature reviewed also indicated that for one to secure an auctioning license, one required a cash deposit of 100 000 shillings or guarantee of a similar amount from the Bank.

The study revealed that majority of respondents received their licenses from the government within a period of 2-6 months, a factor which confirms that Government policies and regulations though quite a number, are not a major hurdle for those who are interested in venturing in auctioneering industry. Majority of respondents revealed four major legal requirements. These include; one must be a Kenyan citizen, one must pass in mathematics and English, one must have worked with an auctioneering firm finally, one must possess a certificate of good conduct.

Findings of the study revealed that majority of respondent were computer literate. This affirms that auctioneers are capable of using computers in activities that appertain to auctioning. However, on use of internet in auctioning, majority of respondents were not aware that online auctions exist. Therefore, it goes without saying that majority of auctioneers do not auction online. Majority of respondents were not sure of the existence of an auctioning website in Kenya. With regard of marketing auctioning business, the study revealed that majority of respondents use print media whereas only a small percentage of respondents utilize the internet to market their auctioning business. This therefore meant that technology especially the use of e-commerce has not been embraced by majority of auctioneers in Nyanza/Western chapter of Kenyan auctioneers, yet according to a study mentioned earlier by Beam & Segev, it was clear

that online auction is a much simpler than a full blown negotiation in that, it reduces the state space of the negotiation to price alone, and has the additional advantage of being an institution where conduct can be delegated to an unsupervised agent.

5.4 Recommendations

Based on the study findings, the researcher suggests the following recommendations;

Auction schools and colleges with specific and relevant curriculum and syllabus for auctioning should be established in Kenya to equip potential auctioneers and even those already practicing with auctioning knowledge, skills and attitudes needed to do the auctioning business.

The Kenya Auctioneering Licensing Board should carry out a nationwide campaign and awareness to demystify auctioneering as a male dominated field and encourage women to overcome stereotypes ideas concerning auctioneering to enable them participate fully in the business. The board should also create an awareness in the public domain of how auctioneering is a viable business venture for the Kenyan population, to help in poverty reduction.

Banks should provide loans for persons interested in venturing into auctioning business because auctioneering industry requires huge capital of not less than 100,000 at inception which is difficult to acquire from personal savings and also a lot of money is required to run the business, as the auctioneers headache is always in advertising his goods and maintaining his employees, if at all making profit is something to go by.

The Government should step up the processing of auctioneering license acquisition and renewal within a period of 1 month to encourage more potential auctioneers to participate in auctioneering industry and also ease the work of practicing auctioneers, for the reason that if ones license expires then he or she can not practice until it is renewed.

Technology, especially the use of e-commerce should be embraced by auctioneers in transacting auctioneering activities. The government should create an auction Technology specialist profession designate as is the case in America ,according to the literature reviewed, to provide auctioneers with training in today's, technology as well as provide instruction on how to use technology to improve one's auctioneering business. An auctioning website ought to be created in this industry too.

5.5 Contributions to the Body of Knowledge

Table 5.1 shows how the study has contributed to the body of knowledge in view of objectives.

Objectives	Contribution to the body of knowledge
1. To establish the extent to which socio-cultural factors influence participation of auctioneers in auctioneering industry.	Auction schools and colleges should be established in Kenya equip potential auctioneers with auctioning knowledge, skills and attitudes needed to learn the auctioning business.
2. To explore how economic implications Influence involvement of auctioneers in auctioneering industry.	Banks should provide loans for persons interested in venturing into auctioning business since auctioneering industry requires huge capital of not less than 100,000 at inception which is difficult to acquire from personal savings. Running costs of the business also need substantial amount of money, like when advertising in the local dailies.
3. To determine how government regulations and policies influence participation of auctioneers in auctioneering industry.	The Government should step up the processing of auctioneering license within a period of 1month to encourage more potential auctioneers to participate in auctioneering industry.
4. To examine how auctioneers technological know-how influence their involvement in auctioneering industry.	Technology, especially the use of e-commerce should be embraced by majority of auctioneers in transacting auctioneering activities.

5.6 Suggestions for Further Studies

This study did not explore certain areas that were equally important. Such areas were left out because the scope of this study warranted. In view of this, the study suggests the following areas for further research:

1. Impact of technology in advancing auctioneers participation in auctioning industry.
2. Role of auctioneering industry in facilitating economic transformation.
3. Challenges facing potential auctioneers' participation in auctioning industry.

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APPENDICES

APPENDIX 1

LETTER OF TRANSMITTAL

Tel: +254725773819

Dear Respondent,

RE: REQUEST FOR QUESTIONNAIRE ADMINISTRATION

I am a final year Master of Arts student in Project Planning and Management of the University of Nairobi. As part of the requirements for the course, I am undertaking a study on: *“Determinants of Auctioneers Participation in Auctioning Industry. A Case of Nyanza/Western Chapter of Kenya Auctioneers”*

You have been nominated to participate in the ongoing research study. The interview will take no more than ten (10) minutes and will be incorporated within your routine; your participation is purely voluntary. If you choose to participate, please give as accurate and honest answers as possible.

As a confidentiality measure, your name will not be required. As a sign that you are willing to take part in this study, however, you will sign or mark on the questionnaire before you are asked questions. A copy of this letter will be given to you to carry home.

Thanks in advance for your support towards this course

Yours Truly,

BEATRICE N. KAGOMBE

Student – UON

APPENDIX 2

QUESTIONNAIRE FOR AUCTIONEERS

Instructions

Complete this questionnaire as honest as possible by either ticking the appropriate box for closed ended questions or filling in the blank spaces for open ended questions. Do not write your name in the questionnaire.

SECTION A

GENERAL INFORMATION

1. Which age bracket do you belong?

20-30yrs 31-40yrs 41-50yrs 51-60yrs

2. Sex orientation

male female

3. What is your marital status?

single married separated divorced windowed

4. What is your highest academic qualification?

Certificate Diploma Degree Masters Doctorate

5. Kindly indicate the number of years that you have been in auctioning business?

SECTION B

SOCIO-CULTURAL FACTORS

6. Have you ever attended any auction school?

Yes [] No []

7. If Yes in Q 6, which school did you attend?

8. Have you ever undertaken any course on auctioning industry?

Yes [] No []

9. If Yes in Q 8, state where you attended the course?

10. What influenced you to become an auctioneer?

Exposure to family business [] Career counseling in school []

Referral from someone in the business [] Experience attending auctions []

Other reasons (specify).....

11. In your opinion, why do you think most women are not involved in auctioning industry?

.....

12 . How did you know about auctioneering business?

Electronic/ Print Media School

Friends Seminars

Any other (specify).....

13. Please indicate your level of agreement/disagreement to the following statement: Kenya Auctioneering Licensing Board (KALB) officials have adequately sensitized the public on auctioneering business.

5 = Strongly Agree; **4**= Agree; **3** = No comment; **2** = Disagree; **1** = Strongly Disagree

Strongly Agree Agree

No comment Disagree

Strongly Disagree

14. How do you market your auctioning business to the public? I market my auctioneering business through.....

News paper adverts [] Radio []

Brochures [] other means (specify)

SECTION C

ECONOMIC IMPLICATIONS

15. Does availability of funds influence ones involvement in auctioneering industry?

Yes [] No []

16. If Yes in Q. 15, what range of capital do you require to venture into auctioneering industry?

Below Ksh. 10,000 [] 10,001- 30,000 [] 30,001- 50,000 [] Above 50,000

17. How much does it cost one to secure auctioneering license?

Below Ksh. 10,000 [] 10,001 – 20,000 [] 20,001- 30,000 [] 30,001-
40,000.....

18. What is your view on the cost of licensing in Q. 17?

Affordable to beginners in the business[] Not affordable to beginners in the business[]

19. How did you acquire capital to start off your business?

Bank loans [] Personal savings [] other means (specify).....

20. How much does it cost you to market your auctioning business?

Ksh. 500 - 1500 [] 1501 - 2500 [] 2501 – 3500 [] 3501 – 4500 []

.....

SECTION D

GOVERNMENT REGULATIONS AND POLICIES

21. What are the requirements by the government in order to be given an auctioneering license?.....
.....

22. How long does the license take before being issued after application?

1 month [] 2-6 months [] 6-12 months [] Over 1 year []

23. How often are you required to renew your license?

After 2 years [] Yearly [] after 6 months [] Monthly []

24. Has your license ever been revoked?

Yes [] No []

25. If Yes in Q.24, under what conditions was it revoked?

.....
.....

SECTION E

TECHNOLOGICAL KNOW-HOW

26. Are you computer literate?

Yes [] No []

27. Are you aware of online auctioning?

Yes [] No []

28. Do you auction online?

Yes [] No []

29. Do you know of any auctioneering firm that does online auctions within your chapter?

Yes [] No []

Not sure []

30. Does an auctioneering website exist in Kenya?

Yes [] No []

Not sure []

Thank You for taking your Time to Participate in the Study

APPENDIX 4

RELEVANT SECTIONS OF THE AUCTIONEERS ACT

LAWS OF KENYA

The Auctioneers Act

Chapter 526

Revised Edition 2009 (1996)

Published by the National Council for Law Reporting with the Authority of the Attorney

General:-

- (a) The full names and identity card number of the auctioneer;
 - (b) The place of business in respect of which the license is granted;
 - (c) The district or districts to which the license relates;
 - (d) The date of expiry of the license;
 - (e) Particulars of any amendment to the license;
 - (f) Particulars of any revocation or suspension of the license;
 - (g) Any other particulars the Board may require to be recorded.
- (2) Any person may, during working hours and on payment of the prescribed fee, inspect the register of licenses:

Provided that a person who is

- (a) A member of the police force or a public officer acting in the course of his duty; or
- (b) Authorized in writing by the Board, may inspect the register without payment of any fee.

21. (1) The date, time and place of every sale by auction shall be advertised in the prescribed manner and such sale shall take place on the date, at the time and at the place so advertised.
- (2) Where any movable or immovable property is put up for sale by auction in lots, each lot shall *prima facie* be deemed to be the subject of a separate contract of sale.
- (3) It shall be stated in the particulars or conditions of any sale by auction of any property whether such sale shall be subject to a reserve price or not or whether a right to bid is reserved.
- (4) If it is stated that the sale be without reserve or to that effect, then it shall not be lawful for the seller or any person employed by him to bid at such sale, or for the auctioneer to take knowingly any such bidding:
- Provided that if it is stated that the sale shall be subject to a right for the seller to bid, then it shall be lawful for the seller or for any person
- Auction sales. **Rev. 2009]** *Auctioneers* **CAP. 526** 13 acting on his behalf to bid at such auction.
- (5) If it is stated that the sale will be subject to a reserve price as regards any one or more lots, it shall be lawful for the seller or any person acting on his behalf to give one bid for each such lot and no more.
- (6) If the seller or any person acting on his behalf bids at any sale contrary to any of the provisions of this section, any purchaser may refuse to fulfill his purchase:
- Provided that the highest *bona fide* bidder shall be entitled, if he shall so elect, to have the property at the price offered by him.
- (7) No auctioneer shall make a bid either on behalf of himself or as agent for any other person unless on making such bid, he announces that it is his bid.
- (8) A bidder may retract his bid at any time before the sale is complete.

- (9) A person who, knowingly
- (a) Receives or makes any bid contrary to the provisions of this section; or
- (b) Makes a bid which he cannot honor or is fraudulent, or is intended to avoid a valid sale which is subject to the bid, commits an offence.
- (10) Where a person convicted of an offence under this section is a licensed auctioneer, he shall, in addition to any other penalty imposed, be liable to having his license revoked.

22. (1) A licensed auctioneer making any sale other than an auction of attached property shall, unless it is otherwise agreed between him and the seller, be entitled to sue for, recover and discharge all sums due in respect of the sale.

(2) A licensed auctioneer making any sale, unless it is otherwise agreed between him and the seller, shall be liable to the due payment to the seller of the net proceeds of all sales of property within fifteen days of the sale.

23. A licensed auctioneer shall

(a) At all times act in a manner befitting an officer of the court Recovery of charges by auctioneer.

Duties of auctioneers. **CAP. 526** Auctioneers [Rev. 2009 1 4 and shall ensure that his employees, servants or agents act in like manner;

(b) Act in accordance with such rules as may be prescribed when repossessing, attaching, storing or selling any property pursuant to the provisions of any written law or contract;

(c) Maintain such books, accounts, records or other documents as may be prescribed and furnish the same to the Board at such time and in such manner as may be prescribed.

24. (1) A complaint against a licensed auctioneer of misconduct, which expression includes disgraceful or dishonorable conduct incompatible with the status of an auctioneer, may be made to the Board by any aggrieved person within a period of one year after the occurrence of the event giving rise to the complaint.

- (2) Where a person makes a complaint under this section, the complaint shall be by affidavit by himself setting out the allegations of misconduct which appear to arise on the complaint, and shall be forwarded to the Board together with the prescribed fee.
- (3) The Board shall give the licensed auctioneer against whom the complaint is made an opportunity to file an affidavit in reply to the allegations and to appear before it, and shall furnish him with a copy of the complaint, and of any evidence in support thereof, and shall give him an opportunity of inspecting any relevant document not less than seven days before the date fixed for the hearing:
- Provided that where in the opinion of the Board the complaint does not disclose any *prima facie* case of misconduct, the Board may at any stage of the proceedings, dismiss the complaint without requiring the licensed auctioneer to whom the complaint relates to answer any allegation made against him and without hearing the complaint.
- (4) After hearing the complaint and the licensed auctioneer to whom the complaint relates, if he wishes to be heard, and considering the evidence adduced, the Board may order that the complaint be dismissed or if it is of the opinion that a case of misconduct on the part of the auctioneer has been made out, the Board may order
- (a) That the licensed auctioneer be admonished; or
- (b) That the auctioneer's license be suspended for such period, not exceeding six months as the Board thinks fit; or
- (c) That the auctioneer's license be revoked; or

Rev. 2009 Auctioneers CAP. 526 [Subsidiary] 23 limited to specific districts;

- (b) a class "B" license which shall be a general auctioneering license which shall enable the holder to realize charged securities, repossess and sell any property throughout Kenya, execute court orders, and to levy distress within specific districts.

- (2) An application for a class “A” license under section 12 of the Act shall be in Licensing Form I set out in the Schedule and shall be accompanied by;
- (a) Such application fee as the Chief Justice may prescribe;
- (b) The following recommendations
- (i) A current certificate of good conduct from the Criminal Investigation Department obtained at least six months prior to the application;
- (ii) A recommendation of Licensing Form 2 set out in the Schedule from the area magistrate and the auctioneer or firm of auctioneers under whom the applicant has had experience for the two years prior to the application;
- (iii) A recommendation on Licensing Form 3 set out in the Schedule from either a religious leader, or the locational chief of the area of the applicant’s residence, or an advocate of at least 10 year’s of standing;
- (c) Evidence that the applicant has four “O” level passes including passes in English and mathematics;
- (d) Evidence that the applicant has available to him secure premises acceptable to the Board, sufficient to store and auction goods;
- (e) A cash deposit of one hundred thousand shillings or a guarantee of a similar amount from a bank or insurance company properly executed and approved by the Board for the due performance by the auctioneer of his duties and obligations under the Act and these Rules or such higher amounts as the Chief Justice shall prescribe valid for three years from the date of the proposed commencement of the license applied for;
- (f) Evidence that the applicant has insured his premises against burglary, fire and theft for a minimum sum of five hundred thousand shillings or such higher amount as the Chief Justice may prescribe;

- (g) Evidence that the applicant has a working knowledge of the rules applicable to auctioneering and attachment and sale of properties with a minimum of three years' experience with a reputable firm of auctioneers. **CAP. 526 Auctioneers** [Rev. 2009 2 4
[Subsidiary];
- (3) An application for a class "B" licence made under section 12 of the Act shall, in addition to the requirements stated in rule 3 (2) (b) to (e), be accompanied by;
- (a) Such application fee as the Chief Justice may prescribe;
- (b) Evidence of the applicant having held a class "A" licence for at least three (3) years;
- (c) Evidence that the applicant has insured his premises against burglary, fire and theft for a minimum of one million shillings and for goods in trust for a minimum sum of five hundred thousand shillings or such higher amounts as the Chief Justice may prescribe.
- (3A) The applicant shall only be required to comply with paragraphs (2)(d), (e) and (f) after the Board approves his application.
4. At the time of issuing a licence the Board shall also issue an identification card to the licensee under section 13 of the Act which identification card shall be in such form with such safeguards as to validity and against counterfeiting as the Board may consider fit
Rev. 2009 Auctioneers CAP. 526 [Subsidiary] 55 .

Rev. 2009 Auctioneers CAP. 526 [Subsidiary] 55

PART II AUCTIONEERS' CHARGES

	Kshs
1. Receipt of court warrant or letter of instructions	1,000.00
2. Where no property is found to attach or where the property found is worth KSh. 4,000 or less	4,000.00
3. Fees before attachment or repossession	4,000.00
4. Fees on attachment/repossession/distrait and expenses.	
KSh. 4,001 to KSh. 100,000.00	10%
KSh.100,001 to KSh. 1,000,000	5%
Over KSh. 1,000,000	10%

APPENDIX 5

RESEARCH AUTHORIZATION LETTER

REPUBLIC OF KENYA



NATIONAL COUNCIL FOR SCIENCE AND TECHNOLOGY

Telephone: 254-020-2213471, 2241349, 254-020-2673550
Mobile: 0713 788 787 , 0735 404 245
Fax: 254-020-2213215
When replying please quote
secretary@ncst.go.ke

P.O. Box 30623-00100
NAIROBI-KENYA
Website: www.ncst.go.ke

Our Ref: **NCST/RCD/14/013/1202**

Date: **2nd July 2013**

Beatrice Nyaloma Kagombe
University of Nairobi
P.O Box 825-40100
Kisumu.

RE: RESEARCH AUTHORIZATION

Following your application dated **1st July, 2013** for authority to carry out research on "***Determinants of Auctioneers participation in auctioning industry: A case of Nyanza/Western Chapter of Kenya Auctioneers.***" I am pleased to inform you that you have been authorized to undertake research in **Kisumu and Kakamega Districts** for a period ending **30th September, 2013**

You are advised to report to **the District Commissioners and District Education Officers, Kisumu and Kakamega Districts** before embarking on the research project.

On completion of the research, you are expected to submit **two hard copies and one soft copy in pdf** of the research report/thesis to our office.

DR. M. K. RUGUTT, PhD, HSC.
DEPUTY COUNCIL SECRETARY

Copy to:

The District Commissioners
The District Education Officers
Kisumu District
Kakamega District

"The National Council for Science and Technology is Committed to the Promotion of Science and Technology for National Development".

APPENDIX 6

RESEARCH CLEARANCE PERMIT

PAGE 2 PAGE 3

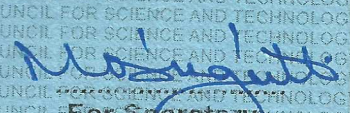
THIS IS TO CERTIFY THAT:

Prof./Dr./Mr./Mrs./Miss/Institution
Beatrice Nyaloma Kagombe
of (Address) University of Nairobi
P O Box 825-40100, Kisumu
has been permitted to conduct research in


Research Permit No. NCST/RCD/14/013/1202
Date of issue 2nd July 2013
Fee received KSH.1000

Location
Kisumu & Kakamega Districts
Kisumu & Kakamega Counties

on the topic: Determinants of Auctioneers
participation in auctioning industry. A
case of Nyanza/Western Chapter of
Kenya Auctioneers.


Applicant's Signature

For Secretary
National Council for
Science & Technology

for a period ending: 30th September 2013.



CONDITIONS

- 1. You must report to the District Commissioner and the District Education Officer of the area before embarking on your research. Failure to do that may lead to the cancellation of your permit**
- 2. Government Officers will not be interviewed with-out prior appointment.**
- 3. No questionnaire will be used unless it has been approved.**
- 4. Excavation, filming and collection of biological specimens are subject to further permission from the relevant Government Ministries.**
- 5. You are required to submit at least two(2)/four(4) bound copies of your final report for Kenyans and non-Kenyans respectively.**
- 6. The Government of Kenya reserves the right to modify the conditions of this permit including its cancellation without notice**

REPUBLIC OF KENYA

RESEARCH CLEARANCE PERMIT

GPK6055t3mt10/2011 (CONDITIONS—see back page)
