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ATTEMPT TO PROCUREMENTS PERFORMANCE WITHIN INSPECTING GOODS IN PUBLIC INSTITUTIONS: EVOLVE THE MANAGEMENT SCIENCE BASE ON THE STAKEHOLDER THEORY

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ABSTRACT

The public institutions have some misguide from the vision and missions on the heterogeneous, no-data and newest technology, inventions also the VUCA situation. This study would be investigating the research gap within the procurement's performance within **the role model of daily operations** that it conducts to the fostering well obtaining the goods and services. The novelty research- result from the predicted new proposed model have the powerful research- model to pursue an operations performance within an unique of an sourcing, negotiating terms, receiving, purchasing, inspecting and record that more contribution on body of knowledge on theory of **the stakeholder theory** that it's have integrated various fields within policies and behavior's required to meet the stakeholder's expectation. Hence, the research method was conduct to the predicting obtaining within the multivariate data analysis within an among the latent variables, such as the predicted impact within the SmartPLS software. The researcher was would like to make some contribution on the body of knowledge of the theory that conducted in this synthesis within the public institutions in Indonesia.

KEYWORDS: E- Goods and services system, Role model of daily operations, Unique of a sourcing

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1. INTRODUCTION

The distant future based on a VUCA world is a renewal-based that applies learning from the modern management world to a qualified modern business world and always focuses on the

absolute scope, quality of management strategy of public institutions and economic costs can be a solution to overcome VUCA challenges. (Mathew, 2019)

The global factors within the rigor competitions, knowledge sharing, provide big data, and the human resources on the employee to daily operations to handling within source of employee capabilities, that have been could be confirm result of wide research on the public institutions (C.-J. Wang, Tsai, & Tsai, 2014; Z. Wang, Sharma, & Cao, 2016), (Harrigan, Evers, Miles, & Daly, 2017), (Bitter & Grabner-Kräuter, 2016)(Al-Khasawneh et al., 2022; Jurgens et al., 2010).

Importantly, an analysis have the very misguide process of Guidelines for the Implementation of Government Procurement of Goods/Services through Providers including: a) preparation of Procurement of Goods/Services; b) preparation of Provider Selection; c) implementation of Supplier selection through Tender/Selection; d) preparation and implementation of Supplier selection through E-purchasing, Direct Appointment, Direct Procurement and Fast Tender; e) consolidation; f) performance of the Contract; g). handover; and h). Provider Performance appraisal. (https://siukpbj.lkpp.go.id/uploads/posts/2021_06_11_Peraturan%20Lembaga%20Nomor%2012%20Tahun%202021_1824_1.pdf, 2023)

The procurement process starts from the selection of suppliers by going through the following processes: Preparation for supplier selection, planning for supplier selection, Conducting supplier selection, procurement contracts, Supervision and control of procurement and Submission of procurement results. Procurement is the process of procuring goods and services from partner vendors or third parties. Meanwhile, Purchasing is a series of processes to buy goods and services. Sourcing is an employee recruitment activity that involves internal recruitment teams, agencies, or other professional resources. This is why; the recruitment process with this strategy can be done when candidate information has been fully received by the institution's recruitment team. (<https://www.google.com/search?q=operasional+harian+pengadaan+barang+dan+jasa&dq>, 2023)

The type of procurement of goods/services that can be carried out by self-management is procurement in the form of work (making something or carrying out activities) instead of buying ready-made goods. An important element in the procurement of leases is the process of carrying out work. In self-managed procurement, self-management implementers really work to carry out an activity of making goods / services. (<https://klcstatic.kemenkeu.go.id/>, 2023)

One of the successes and successes of development is influenced by the effectiveness of the implementation of government procurement of goods/services. So that with this training on the procurement of goods/services, it is hoped that prospective participants in the implementation of the procurement of goods/services can improve the quality and quantity of human resources. The main factor for the success or vice versa of the failure of the procurement process is the HR factor of its implementation, where failure can have an impact on waste and state financial losses and can also have an impact on legal processes. In this training activity, you will be able to improve your abilities so that you will become a qualified civil servant, highly dedicated. To appeal to all regional officials to prioritize the use of domestic products, especially Micro, Small Business, and Cooperative products through e-purchasing in electronic catalogs. In addition, planning, allocating

and realizing at least 40% of the budget value of goods/services expenditure managed to use products of micro enterprises, small businesses and cooperatives and using domestic products that already have a Domestic Component Level (TKDN) value of at least 25% if there are domestic products with a sum of TKDN values and Company Benefit Weight (BMP) values of at least 40%. (<https://www.blitarkab.go.id/2023/07/11>, 2023)

With growing importance, the human resources planning development within the value creation on the source of employee value to pursue good impact on task improvement conducts to an aspect of the procurements model of an among public institutions have many strategic plans to attempt the role model that it could impact to the daily operations performance, within good manage for the tight competition, the human resources- advantage on entire KPI. Furthermore, the strategic choices have for improvement to the business performance within a good human resources and best competencies (Bravo, Matute, & Pina, 2015; Kang & Lam, 2016; Mullen, Kelloway, & Teed, 2017) (Poisson-de Haro & Bitektine, 2015; Z. Wang et al., 2016)

2. LITERATURE REVIEW AND THE HYPOTHESIS

Importantly, in this inquiry for attempted the robust competitiveness advantage to leads the superior daily operations performance to doing business for the long- run and sustainable for the future business (Musavengane, 2019). (Mgammal & Al-Matari, 2021; Peng et al., 2020)

The Stakeholder Theory and the Contributions on Body of Knowledge the Management Science

Theoretically, analytical frameworks that conceptualize and explain daily operations practices with reference to individual leaders and their interactions, such as resilience in times of uncertainty and situational ambiguity impose changing stakeholder orientations, instructional leadership practices in crises and digital instruction and consider specific institutional cultures and social structures, rather than emphasis on actors. (Ashikali et al., 2021; Byrd, 2022)

Procurements process base on the parties pertains an administrative unit and technical units would impact to the entire contractor to apply of fairness bidding monitoring committee. (Nakanishi, 2023)

Building and managing stakeholder relationship base on result from the research of approaching within the cornerstone of the Stakeholder theory, within an identify Key stakeholders would impact to the Determine stakeholder group' expectation impact to the policies and behaviors required (Jurgens et al., 2010).

As a new form, the was mentions to the grand theory GST to fulfill the research gap and its was make the contribution for the body of knowledge and gain the novelty the research result from an empirical research as follow, the figure 1 below(Ashikali et al., 2021; Byrd, 2022):

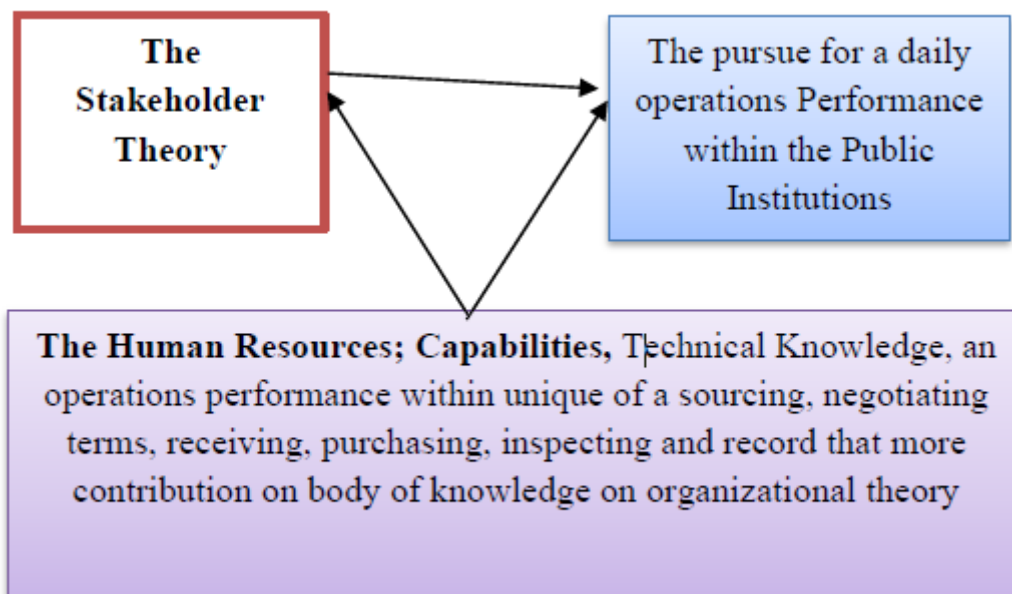


Figure 1. The Stakeholder Theory, also the Path to Contributions on Body of Knowledge and to evolve the Management and Operations Science within the human resources development

Moreover, the procurements process that it studies from South Korea, Yoon (2023) was explain that the bid (entry) starting from general competition, limited competition, nomination competition and private contract would lead to the winning (assessment and selection phase).

The winning step should have the determination of the qualification auction system, lowest bid, the comprehensive auction system and the negotiating. Further, the contract and implementation were pertaining process of the contractual mode and implementation itself. (Yoon, 2023)

The Framework and Hypothesis

Regarding, the research framework of increased- daily operation performance within public institutions should be to develop for fulfillment the research gap for finding the knowledge to improvement the superior performance that it conduct to the empirical study within the previously research.(Chiang & Birtch, 2010; Gupta, Singh, & Bhattacharya, 2017; Munir, Rahman, Malik, & Ma’amor, 2012). Moreover, the schemes of research- framework as follow figure 2, below:

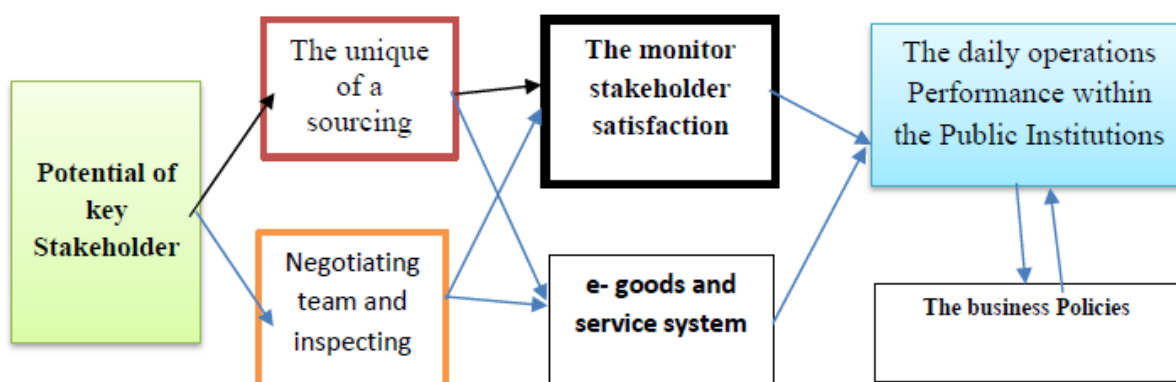


Figure.2. The Research Model of the daily operations Performance within the Public Institutions.
 (Source: Develop from an Author)

The hypothesis in this study the conceptual research model, as follow:

H₁: The business policies and antecedents are positively related to pursue the superior of the daily operations performance within the public institutions.

3. RESEARCH METHOD

In this investigation for the research would conduct within the quantitative methods and the survey design. Indeed, the respondent for this research conducted within total sampling and the stakeholders of the Public Institutions in Jakarta (Mathwick, Wagner, & Unni, 2010; E. Thomas, 2013). Further, the survey was conduct within the self-administered questionnaire that uses the rating scale for entire latent variables (Sekaran and Bougie, 2016). Hence, the tools- instrument have the independently cross-sectional collected method and conducted with the rating scale as an interval data scale (1 to 10 very good).

Importantly, the structural equation modeling was conduct to the research model was assessment within the SmartPLS tools, such as figure below (Chang et al., 2016):

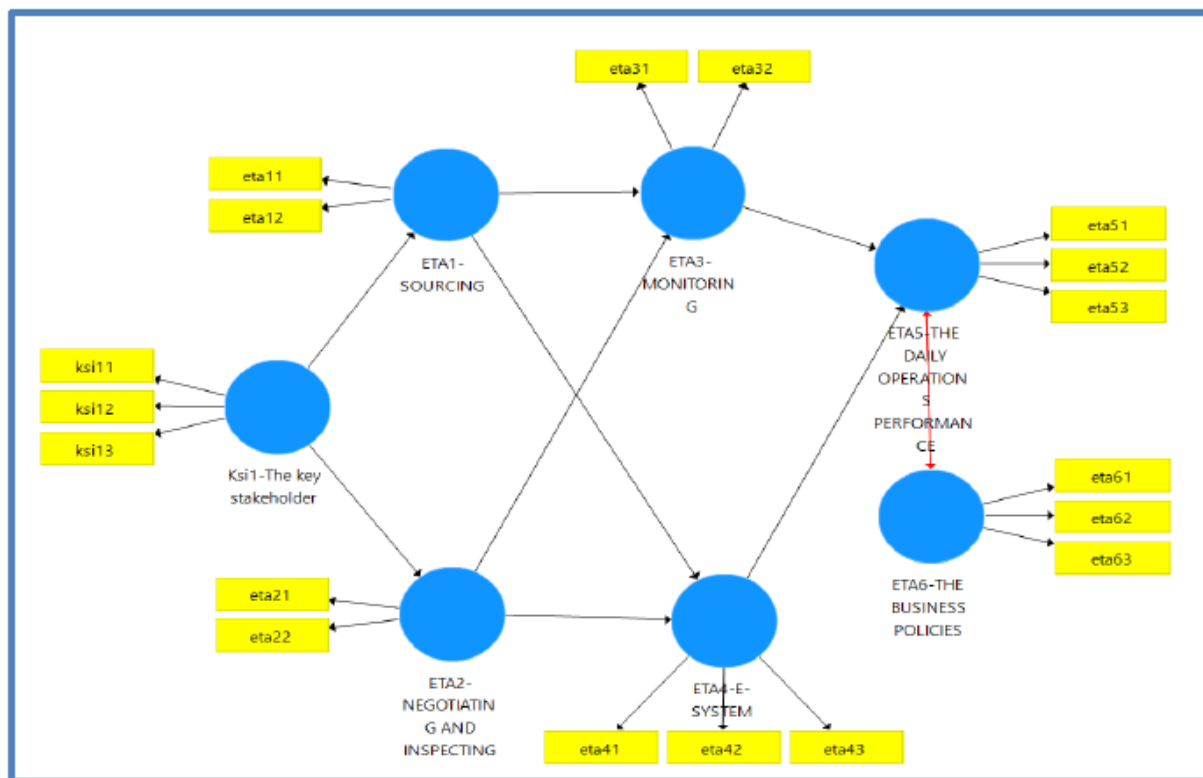


Figure.3. The SmartPLS Model to Increase the superior daily operations Performance and the Business policies base on the Stakeholders Theory
 (Source: Develop from an Author)

Furthermore, the first step was doing assessments of the validity and reliability the parameters and the construct test that conducted with outer- model in structural equation modeling among variables within the outer model testing, the second step should assessment of the hypotheses testing to predict the daily operations performance the Public Institutions in Jakarta, within the inner-model by compare to the p-value < 0.05 and then make the results assessment to supported or rejected

among hypotheses in this inquiry. (Hair, Black, Babin and Anderson, 2010)(Evermann & Tate, 2016). (Chang et al., 2016; Dewi & Susilo, 2021; Lei et al., 2021; Majumdar et al., 2010)

4. DATA ANALYSIS

The research of business model data analysis would conduct to the structural equation modeling assessments to find the result precision (the SmartPLS), because entire the variables were latent characteristics as the not observed parameters. (Du et al., 2018)

Moreover, the two step approach have pertains; outer-model for explain the real validity and reliability among indicators and variables and the structural hybrid full model such as the inner-model to find p value and used the predictive strategies were conducted in this multivariate data analysis, with a testing the validity and the reliability construct, also synthesis the hypothesis proved (Susilo and Yulius, 2017)(Elbaz et al., 2018; Haryani et al., 2021; Susilo & program, 2021).

Further, the research result would have to assessments of the data analysis pertain: the sensitivity analysis use to the testing to indicated did not have the outlier and missing value that conducted with SPSS and the z value <2.50 and an univariate and multivariate of normality test for entire latent variables that it use the interval data scale of measured. Hence, the entire hypothesis confirmed was conducted with t value >2 and the p-value < 0.05 , within the level of significance research result was 95%. (Hair, Black, Babin and Anderson, 2010)(Evermann & Tate, 2016).(Ngo et al., 2020; Stefurak et al., 2020)

5. CONCLUSIONS AND RESEARCH CONTRIBUTION

Importantly, our research result would successfully to predicted entire hypotheses and pursue to increased employee daily operations performance that would to the implication like the business policies within the public Institutions in Indonesia. Hence, the scholar hopes the fulfillment the research gap within the new research model would effectively to achieve the superior employee daily operations performance with the smart planning to develop some digitalize program.

Furthermore, the research contributions were within 2 (two) area that pertain; first, the contributions for theoretical implications to the body of knowledge of the recourses advantage in human resource. Moreover, the conducted with **The Stakeholders Theory** as the explanations and predicted the relationship for the increased the employee daily operations performance that it will inquiries on the basic research in management science and the especially in human resources concentrated development, such as to improve the talent-pool programmed and the structured training program for pursue the skills and well competencies among staff.

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Declaration of conflicting interests

The scholar declared no potential conflicts of interest with respect to the investigated, authorship, publication within this manuscript.

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