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**ETHNOCENTRISM AND CORRUPTION IN PUBLIC PROCUREMENT
DECISION MAKING - PRELIMINARY RESEARCH ON THE
SIMILARITIES AND DIFFERENCES BETWEEN THESE TWO
PHENOMENA.**

Abstract:

Empirical research exposes the substantial influence public decision-makers have on procurement of products and services delivered by private businesses. Some public decision-makers avoid the purchase of specific products or services, even though they are better than those that are purchased. Such decisions are usually the result of corrupt practices. However, they can be also caused by ethnocentric attitudes. The specific motivations influencing public decision-makers' improper behavior during public procurement have not been researched. This study was aimed at initiating an effort to fill this research gap by presenting empirical evidence from a preliminary test of the concept of public ethnocentrism in procurement. This study touches upon some important behavioral motivation issues related to business.

Keywords:

Business Ethics, Corruption, Ethnocentrism

JEL Classification: D23, G02, M29