**Challenges in Coconut Procurement Process among Small Scale and Large Scale Coconut Growers in Sri Lanka, A Study in Kurunagala District**

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In Sri Lanka, the plantation sector plays a major role in the export sector, where tea, rubber and coconut have been the major export agricultural commodities. As an agricultural commodity, coconuts must undergo a series of operations before they reach the market as a raw material and a value-added material. One of the major initial steps in the supply chain for coconuts is the process of procurement. The small scale and the large scale coconut growers are vital players in the coconut procurement in coconut industry. This study is designed to examine the challenges in the coconut procurement process among small-scale and large-scale coconut growers in Sri Lanka, a study in Kurunagala district. In this study, the considered objectives are, understanding the role of procurement in identifying and managing intra and inter organizational issues that impact supply chain performance, rating the leading factors for problems in the procurement process, finding out what factors participants expected from procurement and finding initiatives that will aid in developing systematic procurement performance by addressing issues. The study was mainly based on primary data, which was collected through the questionnaires. A questionnaire was distributed to a sample of 90 coconut growers, including both small scale and large scale growers and 10 industry-based people in the coconut industry in Kurunagala district. The study also made use of secondary sources of information regarding the statistics of coconut cultivation. The outcome of the analysis shows that process complexity, price instability, supplier performance and logistic and transport are significant and it shows that these problems discriminate against the procurement performance of the coconut supply chain. When considering reasons for procurement issues, 72.68% of Garret’s rank level was obtained by improper management practices and 62.94% of Garret’s rank level was obtained by the poor infrastructure that prevailed in the country. Addressing the aforementioned challenges will have a direct impact on procurement performance sustainability and the resilience of the coconut supply chain.

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