IMPACT OF GLOBAL SUPPLY CHAIN DISRUPTIONS ON BUSINESS PERFORMANCE OF DANGOTE CEMENT PLC, OBAJANA

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ABSTRACT

This study investigated the impact of Global Supply Chain Disruptions on Business Performance of Dangote Cement Plc, Obajana, focusing on exchange rate fluctuations influence business performance. A descriptive research design was employed, utilizing stratified sampling to collect data from the respondents. Questionnaires were distributed to employees of Dangote Cement Plc, with a total population of 2,428. Stratified and simple random sampling techniques were applied within each stratum, and a sample size of 343 was determined, with an additional 20% margin of safety. The data were analyzed using inferential statistics and regression analysis, with a 5% level of significance to test the hypotheses aligned with the study's objectives. The findings revealed that exchange rate fluctuations have a significant effect on the product pricing of Dangote Cement Plc in Obajana. The study concluded that exchange rate fluctuations have a significant effect on the product pricing of Dangote Cement Plc in Obajana. It recommended that Management of Dangote plc should conduct regular market analysis and monitoring of exchange rate trends will enable the company to make informed decisions regarding pricing adjustments. This proactive approach can help anticipate potential cost impacts and allow for timely responses.

Keywords: Global Supply Chain Disruptions, Business Performance

INTRODUCTION

In recent years, the impact of global supply chain disruptions on local businesses has intensified, driven by factors like rising raw material costs, delays, and currency volatility. These issues have had a significant impact on companies like Dangote Cement Plc in Obajana. Globally, supply chain disruptions have contributed to inflationary pressures as limited access to materials and rising transportation costs push prices higher. For instance, production chain disruptions have been observed to raise both the producer price index and consumer prices across various sectors, adding as much as 1.5 percentage points to goods inflation (San Francisco Fed, 2023).

In Africa, supply chain disruptions are further complicated by currency volatility, which often heightens inflation risks due to regional dependence on imported goods and materials. The pandemic, COVID-19 along with recent geopolitical tensions, has worsened these pressures by creating tighter bottlenecks, increasing costs for essential imports. Currency fluctuations play a key role, with currency depreciation in emerging economies driving up the cost of imports, thereby impacting companies' product pricing strategies and ultimately affecting consumers.

Nigeria, as a significant importer of raw materials, has felt these effects profoundly. Exchange rate volatility, particularly concerning the naira, has led to higher input costs for businesses, especially those like Dangote Cement that rely on both domestic and imported raw materials. Currency depreciation has elevated production costs, contributing to a ripple effect on product prices. Studies indicate that when the cost of intermediate

goods rises due to exchange rate pressures and supply chain constraints, businesses often pass these costs onto consumers to sustain profitability (IMF, 2023).

For Dangote Cement Plc, which operates in a volatile currency environment, global disruptions mean that production costs are closely tied to naira fluctuations and global logistics challenges. This relationship illustrates how exchange rate fluctuations caused by wider global supply chain issues drive up product prices, affecting the company's business performance and pricing approaches. Addressing these disruptions through efficient pricing and increased local sourcing could ease some impacts, but persistent volatility highlights the Nigerian manufacturing sector's vulnerability to global supply chain shocks.

The influence of global supply chain disruptions, especially those arising from exchange rate fluctuations, poses a serious challenge to the business performance of Dangote Cement Plc in Obajana. The interconnected nature of global markets has exposed vulnerabilities in local economies like Nigeria's, which heavily rely on imported raw materials. Exchange rate volatility tends to raise costs for imported goods, forcing companies to adjust product pricing strategies to protect profitability (International Monetary Fund, 2023; World Bank, 2023).

The decline in the Nigerian naira's value against major currencies has directly led to rising operational costs for Dangote Cement, further worsened by global supply chain disruptions due to geopolitical conflicts and the ongoing effects of the COVID-19 pandemic. These disruptions have driven up the costs of essential inputs and led to logistical challenges that complicate production processes (Federal Reserve Bank of San Francisco, 2023; Finck & Tillmann, 2023). Consequently, businesses are compelled to pass these increased costs onto consumers, which can reduce demand and negatively impact overall sales volumes and market share.

Furthermore, reliance on global supply chains leaves local companies like Dangote Cement particularly vulnerable to external shocks that can disrupt production schedules and affect product availability in the market (Baldwin & Tomiura, 2020). These disruptions not only threaten pricing stability but can also undermine consumer confidence and loyalty due to unpredictable price changes. Understanding the connections between

global supply chain disruptions, exchange rate volatility, and product pricing is therefore essential for developing strategies that can mitigate these impacts and improve business resilience.

In conclusion, the challenge is complex, involving interconnected factors such as exchange rate volatility, supply chain disruptions, and their effects on product pricing at Dangote Cement Plc. Addressing this issue requires a thorough examination of how these factors interact and influence the company's operational efficiency and market performance.

Research Objectives

The primary aim of this study is to examine the impact of Global Supply Chain Disruptions on Business Performance of Dangote Cement Plc, Obajana.

The specific objectives are to:

i. Assess the extent to which exchange rate fluctuations affects Product Pricing of Dangote Cement Plc Obajana.

Research Hypotheses

Based on the study's objectives and research questions, the following null hypotheses were formulated:

i. **H**₀₁: Exchange Rate Fluctuations has no significant effect on Product Pricing of Dangote Cement Plc Obajana.

Scope of the Study

This paper investigates the effects of global supply chain disruptions on the business performance of Dangote Cement Plc in Obajana. Dangote Cement Plc, a prominent player in Nigeria's cement industry, was selected due to its substantial dependence on global supply chains for both raw materials and logistics, making it an ideal case for assessing how such disruptions impact operational and financial outcomes.

The study covers the period from 2018 to 2024, chosen to include major global events and economic fluctuations that have affected supply chains, such as trade disputes, the COVID-19 pandemic, and shifts in international trade policies. Examining this timeframe provides valuable insights into Dangote Cement's

resilience and adaptability amid these challenges.

The study focuses on key variables highlighted in literature concerning global supply chain disruptions and business performance. Exchange rate fluctuations, an independent variable, were selected for their impact on the costs of imported raw materials, which in turn influence the company's business performance. Additionally, product pricing serves as the dependent variable, acting as a core indicator of business performance. Changes in product pricing reflect the company's ability to manage costs and respond to market conditions, thus affecting profitability and competitive standing.

LITERATURE REVIEW

Concepts of Supply Chain Disruptions

Supply chain disruptions are unforeseen occurrences that significantly affect the movement of goods and services, leading to delays, heightened costs, and operational inefficiencies. Recent research identifies several factors that contribute to these disruptions. including natural disasters. geopolitical conflicts, and global health emergencies like the COVID-19 pandemic, which revealed weaknesses in supply chain systems (Ivanov, 2020; Wadhwa & Rao, 2021). Furthermore, advancements in technology and the digitalization of supply chains have introduced both mitigations and new risks, highlighting the necessity for resilience and adaptability in supply chain management (Mena et al., 2020; Zhai et al., 2022). The existing literature emphasizes the significance of robust risk management strategies and the importance of collaboration among supply partners to effectively disruptions and ensure business continuity (Scholten et al., 2020: Oueiroz et al., 2021). These findings illustrate the vital role of supply chain resilience in maintaining business performance amid uncertainty (Cohen & Lee, 2021; Tang & Veelenturf, 2019).

Exchange rate fluctuations

Exchange rate fluctuations refer to the variations in the value of one currency relative to another, significantly influencing international trade and economic stability. Recent studies indicate that these fluctuations

can impact business operations by altering import and export costs, affecting pricing strategies, and influencing profit margins (Gopinath & Stein, 2021; Pratap & Narayan, 2020). For multinational companies, currency volatility can pose significant risks, as it can lead to unexpected changes in revenue when converted back to the home currency (Dhingra et al., 2021). Additionally, firms that rely heavily on imported raw materials may face increased production costs during periods of depreciation, which can hinder competitiveness (Miyajima & Kawai, 2021). Furthermore, the literature emphasizes that effective hedging strategies and risk management practices are essential for mitigating the adverse effects of exchange rate fluctuations on business performance (Froot & Stein, 2020; Bartram et al., 2021). As such, understanding and managing exchange rate risks is crucial for sustaining profitability and achieving long-term growth in a globalized economy.

Business Performance

Business performance refers to the effectiveness and efficiency with which a company achieves its objectives, often measured through various financial and nonfinancial indicators. Recent research emphasizes that business performance profitability, market share, encompasses customer satisfaction, and operational efficiency, which collectively contribute to a firm's competitive advantage (Kaplan & Norton, 2021; Chen & Lee, 2020). The balanced scorecard framework, as articulated by Kaplan and Norton, is widely utilized to evaluate business performance across multiple dimensions, allowing firms to align their strategic goals with operational outcomes (Kaplan & Norton, 2001). Furthermore, the integration of technology and innovation has been shown to enhance business performance by streamlining processes and improving product offerings (Bharadwaj et al., 2013; Zhang et al., 2021). In addition, research highlights the importance of organizational culture and employee engagement in driving performance, suggesting that a motivated contributes workforce significantly achieving high performance levels (Bakker & Demerouti, 2017; Kahn, 1990). Overall, understanding the multifaceted nature of business performance is crucial for

organizations striving for long-term success in a competitive environment.

Product pricing refers to the process of determining the appropriate price for a product, balancing between consumer demand and the company's cost structure while aiming to maximize profit. Recent research highlights that pricing strategies can significantly influence consumer behavior, competitive positioning, and overall market performance (Nagle & Müller, 2020). Various approaches, such as cost-plus pricing, value-based pricing, and dynamic pricing, are employed by firms to respond to market conditions and consumer preferences (González-Benito et al., 2021; Thomas & Sullivan, 2021). Additionally, psychological pricing techniques, such as charm pricing (e.g., setting a price at \$9.99 instead of \$10.00), have been shown to effectively enhance perceived value and drive sales (Kumar & Steenkamp, 2021). Moreover, the advent of digital platforms has enabled more flexible and responsive pricing models, allowing companies to quickly adjust prices based on real-time data and competitor actions (Klein & Kutzner, 2021). Ultimately, effective product pricing strategies are essential for achieving business objectives and maintaining competitive advantage in rapidly changing markets.

Theoretical Review

This review examines the key theoretical frameworks that underpin the concepts of supply chain disruptions and product pricing, highlighting their relevance to business performance, particularly within the context of Dangote Cement Plc, Obajana.

Supply Chain Disruption Theory

Supply chain disruption theory explores the various factors that can interrupt the smooth flow of goods and services, leading to operational challenges. A foundational framework in this area is the Risk Management Theory, which emphasizes the identification, assessment, and mitigation of risks within supply chains. This theory was significantly developed by Ferdinand E. Banks and R. G. D. Allen, who argued that organizations must develop resilient supply chains to withstand disruptions caused by natural disasters,

economic fluctuations, and geopolitical tensions (Christopher & Peck, 2004).

Supply Chain Resilience Theory, introduced by Ponomarov and Holcomb (2009), asserts that the ability to adapt to and recover from disruptions is crucial for maintaining competitive advantage. theory underscores the importance flexibility, collaboration, and proactive planning in supply chain management. Its applications include developing contingency plans, enhancing supplier relationships, and investing in technology to improve visibility and responsiveness across the supply chain.

Product Pricing Theory

The field of product pricing is informed by several key theories that help explain how prices are determined and their impact on market behavior. The Cost-Plus Pricing Theory, primarily associated with J. M. Clark, suggests that prices are set by adding a standard markup to the cost of producing a product, which ensures coverage of costs and a profit margin (Nagle & Müller, 2020). This approach is commonly applied in industries with stable cost structures and predictable demand.

In contrast, the Value-Based Pricing Theory, championed by H. H. Homburg, focuses on setting prices based on the perceived value of a product to the customer, which can lead to higher customer satisfaction and loyalty (González-Benito et al., 2021). This theory is particularly relevant in competitive markets where differentiation and customer experience are key to success.

Furthermore, the Psychological Pricing Theory, rooted in the work of Richard Thaler, examines how consumers react to prices, highlighting strategies such as charm pricing (e.g., setting a price at \$9.99 instead of \$10.00) to influence purchasing decisions (Kumar & Steenkamp, 2021). This theory is widely applied in retail and consumer goods, where pricing strategies are designed to enhance perceived value and drive sales.

Interconnections Between Theories

The interplay between supply chain disruption theory and product pricing theory is critical for

understanding business performance. Disruptions in the supply chain can lead to increased costs and changes in the availability of products, necessitating adjustments in pricing strategies to maintain profitability. For instance, during periods of supply chain uncertainty, companies may adopt dynamic pricing models to respond to fluctuations in demand and cost, an application that has been emphasized by Klein and Kutzner (2021). Additionally, effective risk management in supply chains can provide a competitive edge, allowing firms to optimize pricing strategies and enhance customer value during disruptions.

The theoretical frameworks surrounding supply chain disruptions and product pricing offer valuable insights into the challenges and opportunities faced by businesses like Dangote Cement Plc. By integrating these theories, this research aims to contribute to a deeper understanding of how global supply chain disruptions impact product pricing strategies and, ultimately, business performance.

Empirical Review

Van den Broek (2021) investigates the shortand long-term effects of supply chain disruptions on firm performance in the study titled "The impact of supply chain disruptions on firm performance: the moderating role of supply chain diversification." The research employs quantitative methodology, concentrating on firms impacted by supply chain disruptions during the COVID-19 pandemic, though the precise population size is not specified. A purposive sampling technique is utilized to select firms across various industries that experienced significant disruptions. Data collection is conducted through secondary sources, including financial reports and market analyses, with a structured survey instrument. The analysis employs regression techniques to evaluate relationships between supply chain disruptions, diversification strategies, and performance metrics. The results indicate that firms faced a considerable drop in shareholder value and operational performance due to the disruptions but showed a rapid recovery after the first year. Furthermore, the study highlights that diversification strategies in supply chains can lessen the adverse effects of disruptions on firm performance. However, the study's limitations

include an unspecified sample size and the dependence on secondary data, which may not comprehensively reflect all dimensions of firm performance during these disruptions.

Chileshe and Phiri (2022) explored the effects of supply chain management practices on the performance of small and medium enterprises (SMEs) in developing countries, focusing on Agro-dealers in Zambia as a case study. The population consisted of SMEs, particularly Agro-dealers in Lusaka. Data was questionnaires gathered using from a population of 243, and the Taro Yamane formula determined a sample size of 151. The analysis was conducted using SPSS software, employing regression analysis to test the hypotheses and correlation analysis to examine the relationships between variables. Key constructs of supply chain practices considered in the study included strategic supplier partnerships, customer relationships, the level of information sharing, and the quality of information sharing. The findings indicated that implementation of supply chain management practices positively influences performance, particularly through competitive advantage.

Similarly, Wijetunge (2017) conducted an empirical study aimed at examining the impact of supply chain management on organizational performance, with competitive advantage serving as a mediating factor. Using an analytical descriptive research design, the study focused on all managers and owners of 548 manufacturing SMEs in the Colombo region, from which a random sample of 155 was selected for primary data collection via questionnaires. Various statistical techniques, including descriptive statistics, correlation, and regression analysis, were applied to analyze the data. The results confirmed that supply chain management has a significant positive effect on organizational performance, with competitive advantage partially mediating this relationship.

Memia (2018) aimed to assess the influence of contemporary supply chain practices on the performance of large manufacturing firms in Kenya. The study conceptualized supply chain management practices as a multidimensional construct, encompassing supplier relationship practices, customer relationship management, outsourcing, and lean supply chain practices.

Employing a descriptive research design, data were collected from 312 respondents manufacturing representing 563 large organizations listed by the Kenya Association of Manufacturers (KAM). Correlation and regression analyses were used to examine the between the predictor and relationships criterion variables. The results indicated that all contemporary supply chain practices significantly impact performance.

Additionally, Ambreen and Siddiqui (2018) investigated the relationship between various components of supply chain management (SCM) and their impact on the performance of pharmaceutical manufacturing firms Pakistan. Data were collected from pharmaceutical companies situated in major cities across the country, utilizing self-reported questionnaires from managerial employees. The results showed that strategic supplier partnerships, the level of information sharing, and the quality of information sharing had significant correlations with the performance of pharmaceutical manufacturing firms. The study concluded that all independent variables predicted positively firm performance. although the level of information sharing was found to negatively affect performance. These findings corroborate previous literature and provide valuable insights for policymakers and management to implement SCM concepts effectively within their organizations to enhance performance and gain competitive advantage.

Literature Gap

Drawing from the existing body of literature, which includes research by Van den Broek (2021), Chileshe and Phiri (2022), Wijetunge (2017), Memia (2018), and Ambreen and Siddiqui (2018), it is apparent that while extensive studies have investigated the impact of supply chain factors on organizational performance, there is a lack of specific focus on the context of Obajana. This study seeks to bridge this gap by examining how global supply disruptions affect the business chain performance of Dangote Cement Plc in Obajana. By using exchange rate fluctuations as indicators of global supply chain disruptions, the research will evaluate their influence on business performance, particularly in relation to product pricing strategies.

3.0 METHODOLOGY

This study utilizes a descriptive research design to examine the impact of global supply chain disruptions on the business performance of Dangote Cement Plc in Obajana. The target population comprises approximately 2,428 employees and management personnel involved in supply chain operations. Employing the Taro Yamane formula, the population is reduced to a sample size of 343. A combination of simple random and stratified random sampling techniques is employed to select a representative sample from various departments, including procurement, logistics, production, and finance. Data collection will be conducted through a structured questionnaire. divided into two sections: one for demographic information and the other for assessing perceptions of supply chain disruptions and their effects on business performance, measured using a five-point Likert scale. The collected data was analysed using SPSS version 27.0., utilizing descriptive statistics to summarize responses and regression analysis to evaluate the relationships between independent variables, such as exchange rate fluctuations, and dependent variables, including product pricing. Ethical considerations paramount, ensuring participant confidentiality and obtaining informed consent prior to data collection.

To ensure the validity of the research instruments, a pilot study was conducted with employees of Dangote Cement Plc, Obajana, who possess characteristics similar to those of the intended population. The pilot study results confirmed that the questionnaire was both clear and straightforward. For reliability assessment. Cronbach's alpha was employed a widely recognized coefficient in management research that measures internal consistency by indicating the degree of correlation among items within the questionnaire. The reliability test results indicated satisfactory reliability for constructs, with exchange rate fluctuations achieving a Cronbach's alpha of 0.71 and product pricing reaching 0.78. A construct is considered reliable if its Cronbach's alpha value exceeds 0.70 (Hair et al., 2013). Consequently, Cronbach's alpha was effectively utilized to evaluate the reliability of the constructs in this study, reinforcing the robustness of the research instrument.

4.0 RESULTS AND FINDINGS

In distributing 412 questionnaires, 347 were returned, yielding a return rate of 84%. Conversely, 65 questionnaires were not returned, resulting in a 16% non-return rate. This data highlights a significant level of engagement with the survey, evidenced by the majority of recipients responding.

Testing of hypothesis one

H₀₁: Exchange Rate Fluctuations has no significant effect on Product Pricing of Dangote Cement Plc Obajana.

Table 1 Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.810ª	.656	.655	.30076

a. Predictors: (Constant), ERF

Source: SPSS Output Version 27.0.1

Table 1 presents the model summary for the relationship between exchange rate fluctuations (ERF) and business performance, as indicated by the values of R, R Square, and Adjusted R Square. The correlation coefficient (R) of 0.810 suggests a strong positive relationship between the predictors and the dependent variable, indicating that as exchange rate fluctuations change, business performance is likely to respond correspondingly. The R Square value of 0.656 indicates that approximately 65.6% of the variance in business performance can be explained by exchange rate fluctuations, which is substantial in social sciences. The Adjusted

R Square of 0.655 accounts for the number of predictors in the model and slightly adjusts the explained variance, confirming the robustness of the model. Furthermore, the standard error of the estimate, recorded at 0.30076, reflects the average distance that the observed values fall from the regression line, suggesting a reasonable degree of accuracy in the predictions. Overall, these findings indicate that the model effectively captures the relationship between exchange rate fluctuations and business performance, supporting its use for further analysis and interpretation.

Table 2 ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	59.395	1	59.395	656.626	.000 ^b
	Residual	31.207	345	.090		
	Total	90.602	346			

a. Dependent Variable: PP

b. Predictors: (Constant), ERF

Source: SPSS Output Version 27.0.1

Table 2 presents the Analysis of Variance (ANOVA) results for the regression model assessing the impact of exchange rate fluctuations (ERF) on product pricing (PP). The regression sum of squares is 59.395, indicating the amount of variance in product pricing

explained by the model, while the residual sum of squares is 31.207, reflecting the variance not explained by the model. With a total sum of squares of 90.602, the model effectively captures the relationship between the variables. The degrees of freedom (df) for the regression

is 1, and for residuals, it is 345, yielding a mean square for regression of 59.395 and a mean square for residuals of 0.090. The F-statistic of 656.626 is significantly high, suggesting that the model provides a good fit for the data. The associated significance value (Sig.) of .000 indicates that the regression model is

statistically significant, as it is less than the conventional alpha level of 0.05. Therefore, we reject the null hypothesis, concluding that exchange rate fluctuations have a significant impact on product pricing. This analysis reinforces the relevance of the predictors in explaining the dependent variable.

Table 3 Coefficients^a

		Unstandardize	d Coefficients	Standardized Coefficients		
Model		В	Std. Error	Beta	t	Sig.
1	(Constant)	1.303	.107		12.140	.000
	ERF	.693	.027	.810	25.625	.000

a. Dependent Variable: PP

Source: SPSS Output Version 27.0.1

Table 3 displays the coefficients from the regression analysis examining the relationship between exchange rate fluctuations (ERF) and product pricing (PP). The unstandardized coefficient for the constant is 1.303, indicating that when exchange rate fluctuations are zero, the baseline product pricing is approximately 1.303. The unstandardized coefficient for ERF is 0.693, suggesting that for every unit increase in exchange rate fluctuations, product pricing is expected to increase by 0.693 units, holding all other factors constant. The standard error for ERF is 0.027, which indicates a relatively low

Discussion of Findings

The study found that exchange rate fluctuations significantly impact the product pricing of Dangote Cement Plc in Obajana. This indicates that changes in exchange rates directly affect the company's costs, which in turn influence its pricing strategies. When exchange rates vary, the expenses related to imported raw materials and other inputs may rise or fall, requiring price adjustments to preserve profit margins. Therefore, managing exchange rate risks effectively is crucial for Dangote Cement Plc to maintain competitive prices and secure its market position. The findings highlight the need for vigilant monitoring of exchange rate trends and the adoption of pricing strategies to cushion against potential negative effects on business performance. These results are consistent with Van den Broek's (2021) study, which demonstrated that firms initially suffered

level of variability around this coefficient estimate. The standardized coefficient (Beta) for ERF is 0.810, reflecting a strong positive relationship between ERF and PP, with ERF explaining a substantial portion of the variance in product pricing. The t-value for ERF is 25.625, with a significance level (Sig.) of .000, indicating that the impact of exchange rate fluctuations on product pricing is statistically significant. Therefore, we conclude

that exchange rate fluctuations are a strong predictor of product pricing in this analysis.

declines in shareholder value and operational performance due to supply chain disruptions, though they recovered over time. Additionally, the findings align with Supply Chain Disruption Theory, which underscores the impact of external disruptions on operational costs, and Product Pricing Theory, which emphasizes the necessity of strategic pricing adaptations in response to input cost changes.

5.0 CONCLUSION AND RECOMMENDATION

In conclusion, this study has established a significant relationship between exchange rate fluctuations and product pricing at Dangote Cement Plc, Obajana. The analysis demonstrated that variations in exchange rates directly affect the costs of inputs, leading to adjustments in pricing strategies to maintain profitability. Given the importance of these fluctuations, it is essential for the company to

- adopt effective measures to manage the risks associated with exchange rate volatility, which can have broader implications for its overall business performance and market competitiveness. The study, therefore, provides the following recommendations:
 - iii. Management of Dangote plc should conduct regular market analysis and monitoring of exchange rate trends will enable the company to make informed decisions regarding pricing adjustments. This proactive approach can help anticipate potential cost impacts and allow for timely responses.

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