

CHUKA



UNIVERSITY

**UNIVERSITY EXAMINATIONS**

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF**

**BPLM 111: INTRODUCTION TO PROCUREMENT**

**STREAMS: BTOM Y4S1**

**TIME: 2 HOURS**

**DAY/DATE: TUESDAY 23/03/2021**

**2.30 P.M – 4.30 P.M**

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**INSTRUCTIONS:**

**Answer question one and any other two**

1. Discuss the main activities of a purchasing officer and their effects on purchasing department. [10 marks]
  - (ii) Using any five major objectives of public procurement discuss how they may be used to enhance economy of a county.
  - (iii) Advice of purchasing officer on any major factors which hampers international purchasing and how to mitigate them. [10 marks]
2. (i) Discuss the main purpose of applying supplier appraisal using any five major areas upon which a supplier may be appraised. [10 marks]
  - (ii) Quality assurance plays a vital role in maximizing customer satisfaction. Discuss the statement using the main activities which are connected with the attainment of quality. [10 marks]
3. (i) Discuss any five elements of an effective negotiation and their importance. [10 marks]
  - (ii) Evaluate any five indicators of purchasing fraud and their respective management. [10 marks]
4. (i) Green procurement is the current norm in purchasing. Discuss the statement and outline any five benefits of the same. [10 marks]

(ii) Elaborate the main objectives of effective inspection of materials and how they enhance purchasing performance. [10 marks]

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