

CHUKA



UNIVERSITY

**UNIVERSITY EXAMINATIONS
RESIT/SPECIAL EXAMINATIONS**

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF
BPLM 111: INTRODUCTION TO PROCUREMENT**

STREAMS:

TIME: 2 HOURS

DAY/DATE: WEDNESDAY 03/02/2021

11.30 A.M – 1.30 P.M

INSTRUCTIONS:

Attempt question ONE (COMPURSULY) and any other two questions

Q1.i, Discuss the Five right of purchasing and their effects on organization

Performance. [10 marks]

ii. Discuss the two main approach of negotiation and their respective effects during negotiation [10 marks]

iii. Discuss any five challenges of Global sourcing and their respective mitigation [10marks]

Q2. i. Discuss any five majors examples of fraud in purchasing and suggest their respective prevention

ii. Discuss any five effects of application of ICT in purchasing and supplies and their demerits [10 marks]

Q3.i. Advice an organization the specific activities a purchasing officer needs to train the purchasing staff regarding the purchasing activities. [10 marks]

ii. Write short notes on the followings terms and their respective activities

I. Supplies management [4 marks]

II. Materials management [3 marks]

III. logistics management [3 marks]

Q4.i. Discuss vividly the main objective of Public procurement and how the same may enhance economic growth of a country [10marks]

ii. Using relevant examples discuss the main roles of specifications . [10 marks]
