

CHUKA



UNIVERSITY

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ODEL

**FOURTH YEAR EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR
OF COMMERCE (PROCUREMENT AND LOGISTICS OPTION)**

BPLM 413: OPERATIONS IN PURCHASING AND SUPPLIES

STREAMS: BCOM Y4S2

TIME: 2 HOURS

DAY/DATE: TUESDAY 30/03/2021

8.30 A.M – 10.30 A.M

INSTRUCTIONS:

Answer question one and any other two

QUESTION ONE (30 MARKS)

- (a) Discuss key logistics strategies used in operationalization of transport in procurement. [10 marks]
- (b) Discuss the distinct market entry methods applicable when sourcing goods from foreign sources. [10 marks]
- (c) Explain the negotiation process that is generally used when procuring organizations provisions in an organization. [10 marks]

QUESTION TWO (20 MARKS)

- (a) Companies today are paying a great deal of attention to the ‘organization ethical procurement’ along the supply chain. Select and discuss any ethical issues that would be likely to have a bearing upon a company’s commercial relationship with its suppliers for the provision of its materials. [10 marks]

- (b) Discuss the use of integrated financial management information systems in operations of purchasing and supplies management. [10 marks]

QUESTION THREE (20MARKS)

Using examples discuss the following concepts as used in operations in purchasing and supplies.

- (i) Total quality management [5 marks]
- (ii) Cost analysis/price analysis [5 marks]
- (iii) Containerization [5 marks]
- (iv) Negotiations [5 marks]

QUESTION FOUR (20 MARKS)

- (a) Discuss five supplier sourcing parameters used when evaluating organizational suppliers. [10 marks]
- (b) Explain the major principles of a specification writing. [10 marks]
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