

CHUKA



UNIVERSITY

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EXAMINATION FOR THE AWARD OF CERTIFICATE IN PROCUREMENT AND LOGISTICS MANAGEMENT.

CPLM 00111: PROCUREMENT AND LOGISTICS MANAGEMENT

STREAMS: CERT (CPLM)

TIME: 2 HOURS

DAY/DATE: WEDNESDAY 5/12/2018

8.30 A.M - 10.30 A.M.

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**INSTRUCTIONS:**

- Answer Question ONE and any TWO Questions

**QUESTION ONE: [30 MARKS] - COMPULSORY**

- (a) Define the following terms in relation to procurement and Logistics Management
- (i) Supplier evaluation [2 Marks]
  - (ii) Supplier rating [2 Marks]
  - (iii) Negotiation [2 Marks]
  - (iv) Logistics [2 Marks]
  - (v) Transportation [2 Marks]
  - (vi) Procurement [2 Marks]
- (b) Briefly discuss the objective of Logistics Management. [8 Marks]
- (c) Discuss the stages in negotiation process that should be followed by an organization during negotiation process. [10 Marks]

**QUESTION TWO**

- (a) Many of the aspects appraisals are neatly summarized by Carter as the Seven cs of supplier evaluation. Discuss. [10 Marks]
- (b) Highlight the objectives of procurement. [10 Marks]

**QUESTION THREE**

- (a) Write brief notes on the following procurement methods;
- (i) Open tendering
  - (ii) Restricted tendering
  - (iii) Direct procurement [10 Marks]
- (b) Explain the challenges that can be faced by an organization in buying abroad. [10 Marks]

**QUESTION FOUR**

- (a) Discuss the functions of Logistics Management. [5 Marks]
  - (b) Define purchasing and discuss the purchasing rights. [5 Marks]
  - (c) Discuss the procurement cycle. [10 Marks]
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