

CHUKA



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CHUKA & EMBU

**EXAMINATION FOR THE AWARD OF DEGREE OF
BACHELOR OF PROCUREMENT AND LOGISTICS MANAGEMENT**

BPLM 111: INTRODUCTION TO PROCUREMENT

STREAMS: BCOM Y2S2

TIME: 2 HOURS

DAY/DATE: THURSDAY 09/08/2018

11.30 AM – 1.30 PM

INSTRUCTIONS:

Attempt Question One and any other Two

1. (i) Discuss the various stages that are involved in acquiring of goods and services and the documents used at every stage. [10 marks]
- (ii) Discuss the main roles played by specifications using examples. [10 marks]
- (iii) Using examples discuss the major considerations to be taken when planning international purchasing. [10 marks]
2. (i) Describe the concept of supplier appraisal and explain the main areas upon which a supplier may be appraised. [10 marks]
- (ii) Write short notes on the following
 - (a) Quality control
 - (b) Quality assurance [10 marks]
3. (i) Total quality management has enhanced organization performance very efficiently and effectively. Discuss the statement using the main factors which has contributed to the development of the same. [10 marks]

- (ii) Discuss the main objectives of procurement negotiation using examples. [5 marks]
 - (iii) Discuss the main principles of professional ethics and how they affect procurement. [5 marks]
- marks]
4. (i) Discuss how green procurement has added value to an organization. [5 marks]
- (ii) Discuss the main elements of an effective negotiation which an organization may apply to enhance efficiency in procurement activities. [10 marks]
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