

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

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

BPSM 313: PROCUREMENT MANAGEMENT

STREAMS:

TIME: 2 HOURS

DAY/DATE: WEDNESDAY 18/04/2018

11.30 A.M. – 1.30 P.M.

INSTRUCTIONS:

- **Attempt question ONE and any other two questions.**

- Q1. (i) As a procurement specialist advice an organization on how to employ open tendering process. (10 marks)
- (ii) Discuss using examples any five objectives of public procurement and how the same may be used to enhance public confidence regarding public procurement. (10 marks)
- (iii) Discuss the main stages that are involved in acquiring and services from prospective suppliers. (10 marks)
- Q2. (i) Using examples discuss how procurement plan enhances the performance of supplies management. (10 marks)
- (ii) Blue chip companies are forced by circumstances to apply the concept of total quality management discuss the force behind the striving of application of total quality management. (10 marks)
- Q3. (i) Discuss the applications of the following incoterms
- (a) Cost and freight (CFR)
 - (b) Free alongside ship (FAS)
 - (c) Ex-works (EXW)
 - (d) Delivered Ex Quay (DEQ)
 - (e) Free Carrier (FCA)

- (ii) Discuss the main characteristic of adversarial negotiation during purchasing process. (10 marks)
 - Q4. (i) Discuss the concept of supplier appraisal or selection and explain in details any five areas upon which a supplier may be appraised upon. (10 marks)
 - (ii) Discuss the main activities being carried out by the following committees
 - (a) Inspection and acceptance committee.
 - (b) Disposal committee process. (10 marks)
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