

**CHUKA**



**UNIVERSITY**

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**UNIVERSITY EXAMINATIONS**

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

**CPLM 00111: PROCUREMENT AND LOGISTICS MANAGEMENT**

**STREAM:**

**TIME: 2 HOURS**

**DAY/DATE: FRIDAY 10/08/2018**

**11.30 A.M – 1.30 P.M**

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**INSTRUCTION:**

- **Answer question one and any other two questions**
1. (a) Define the following terms in relation to procurement and logistics management.
    - (i) Procurement [2marks]
    - (ii) Negotiation [2marks]
    - (iii) Logistics [2marks]
    - (iv) Materials [2marks]
    - (v) Supply chain [2marks]
    - (vi) Reverse logistics [2marks]
  - (b) Briefly discuss objectives of procurement in a public entity. [8marks]
  - (c) Discuss the different procurement methods available that can be embraced by both public and private procurement entity. [10marks]
  2. (a) Explain the ten cs of effective supplier evaluation [10marks]
  - (b) Discuss the procurement cycle [5marks]
  - (c) The supplier evaluation and selection process. [5marks]
  3. (a) What are the reasons for evaluating/ measurement of supplier performance.

[5marks]

(b) Explain the reasons for sourcing internationally. [5marks]

(c) Briefly explain the negotiation styles available for a procurement officer to use during the negotiation exercise. [10marks]

4. (a) Highlight the difficulties in buying from abroad. [5marks]

(b) What are the benefits of international/ global sourcing. [5marks]

(c) Discuss the factors to consider when planning international purchasing. [10marks]

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