

CHUKA



UNIVERSITY

**UNIVERSITY EXAMINATIONS
RESIT/SPECIAL EXAMINATION**

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

BPLM 111: INTRODUCTION TO PROCUREMENT

STREAMS: BPLM

TIME: 2 HOURS

DAY/DATE: MONDAY 28/08/2023

8.30 A.M – 10.30 A.M.

INSTRUCTIONS:

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

QUESTION ONE

- Discuss the main objectives of public procurement in relation to the growth of economy.
(10 marks)
- Advise an organization on the main challenges of international purchasing and how they may be mitigated.
(10 marks)
- Discuss the concept of ethics management and their main benefits to the organization, employees and the government.
(10 marks)

QUESTION TWO

- Explain the concept of supplier appraisal as quoted by a procurement Guru known as Carter.
(10 marks)
- Write short notes on the following;
 - Electronic procurement. (5 marks)
 - Green procurement. (5 marks)

QUESTION THREE

- a) Discuss the importance of application of ICT in procurement management and the respective merits. (10 marks)
- b) Explain the main principles of purchasing and how they enhance procurement performance in an organization. (10 marks)

QUESTION FOUR

- a) Using an organization of your choice, discuss the main roles played by procurement in regard to organization performance. (10 marks)
 - b) Discuss the main styles of negotiations and their respective characteristics. (10 marks)
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