

CHUKA

UNIVERSITY



UNIVERSITY EXAMINATIONS

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

BPLM 413: OPERATIONS IN PURCHASING AND SUPPLIES MANAGEMENT

STREAMS: BPLM (ODEL)

TIME: 2 HOURS

DAY/DATE: WEDNESDAY 07/08/2024

2.30 P.M. – 4.30 P.M.

INSTRUCTIONS

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

QUESTION ONE

- a) Discuss the negotiation process that is generally used when procuring goods, works and services in a firm. (10 marks)
- b) Discuss the procurement process used in acquisition of goods and services. (10 marks)
- c) Expound the differences between Quality management and Total Quality management. (10 marks)

QUESTION TWO

- a) Discuss the key strategies used by logistics firms to operationalize transport in procurement. (10 marks)
- b) Discuss the negotiation process that is generally used when procuring materials by a firm. (10 marks)

QUESTION THREE

- i. Expound the supplier selection, evaluation and appraisal areas in procurement of items. (10 marks)
- ii. Discuss the main principles of specification writing in procurement. (10 marks)

QUESTION FOUR

- i) Discuss the application of IFMIS in the Kenyan procurement sector. (10 marks)
- ii) Explain the challenges encountered when sourcing for items from the international market. (10 marks)

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