

TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL of Business Studies

DEPARTMENT OF MANAGEMENT SCIENCE

DIPLOMA IN PROCUREMENT AND MATERIALS MANAGEMENT

BPC 2102: PRINCIPLES OF PROCUREMENT

END OF SEMESTER EXAMINATIONS

SERIES: APRIL 2016

TIME: 2 HOURS

#### INSTRUCTIONS

This paper consists of FIVE Questions

Answer questions ONE (Compulsory) and any other TWO questions

Do not write on the question paper.

This paper consists of Two printed pages

1. a Define procurement and outline any four characteristics that implies its nature (10 Marks)

b. Briefly explain any five ways of transmitting a need to especially suppliers. (10Marks)

c. Describes the states in the actual negotiations processes  
(10Marks)

2. a. Explain five prerequisites for ascertaining that the tendering process was effective (10 Marks)

b. Highlight the dimensions of quality according to Garvin D.A  
(10 Marks)

3. a. Explain five factors that emphasize the importance of a purchase order (10 Marks)

b. Describe in brief the five techniques used to evaluate suppliers for suitability (10 Marks)

4. a. Explain what we mean by order follow-up and any your factors that emphasize its importance (10 Marks)

b. Describe in brief the procedure follower when making payment for material procured  
(10 Marks)

5. a. Define E-procurement and highlight any four advantages are accruing from using this method

(10 Marks)

b. Write short notes on the following

(i) delivery note. (3 Marks)

(ii) conditions demanding negotiations (3 Marks)

(iii) negotiations tender (4 Marks)