



TECHNICAL UNIVERSITY OF MOMBASA

EXAMINATION FOR BACHELOR OF COMMERCE
(PROCUREMENT,
LOGISTIC AND TRANSPORT) Y3S1
May 14,
May 13 Jab
2016/2017 Academic Year

BPC 4301: PRINCIPLES OF PURCHASING

Paper II

May 2016

Time: 2 hours

INSTRUCTIONS: ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE

- a). Describe the **five principles** of Purchasing (10 Marks)
- b). Explain any **five stages** of buying process (10 Marks)
- c).**List** the information included in a specification (10 marks).

QUESTION TWO

- a. What is Supplier Relationship Management (2Marks)
- b. State **Four features** of Supplier Relationship management (8marks)
- c. Compare Transactional and Relational purchasing (10 marks)

QUESTION THREE

- a). Vendor search entails various methods . Describe two methods that can be used to make it an easier exercise **(10 marks)**
- b). Explain the content of request for Quotation **(10 marks)**

QUESTION FOUR

- a. What are the reasons for supplier Development practices **(10 marks)**
- b. What are the market factors considered during the prequalification assessment **(10 marks)**

QUESTION FIVE

- a. Discuss how when applying for a tender any Government parastatals the employee of procurement Department may Behave to maintain values of Procurement **(15 marks)**
- b. Explain the conditions that may warrant an appraisal in a procurement process **(5 marks)**