



**TECHNICAL UNIVERSITY OF MOMBASA**

**SCHOOL OF BUSINESS**

**MANAGEMENT SCIENCE DEPARTMENT**

**COURSE/CLASS:** BACHELOR OF BUSINESS ADMINISTRATION Y3S1 s 2014

**UNIT CODE:** BPC 4307

**UNIT NAME:** PRINCIPLES OF PROCUREMENT

**SERIES:** MAY, 2016

**PAPER DURATION:** 2 HOURS

**NO OF STUDENTS:** 30

**INSTRUCTIONS TO CANDIDATES:**

Answer question one (Compulsory) and any other Two questions.

## QUESTION ONE

- Q1. (a) As a senior procurement staff in charge of buying required work facilities from **suppliers abroad**, outline any **FIVE sources of information** you should know and use in **contacting / reaching the suppliers there**. (10 marks)
- (b) Highlight any **FIVE advantages** the local economy or community stands to reap and enjoy from **local sourcing** which encourages most producers and consumers to buy whatever facilities or goods they need for their production or consumption from producers / service providers found in the local market. (10 marks)
- (c) Clearly, bring out the **FIVE disadvantages of Tendering** though it is one of the most commonly used methods of buying required work facilities/goods by producers and consumers. (10 marks)
- Q2. (a) Centralized Inspection is done at a special place set aside for inspection purposes only. E.g. rooms with carefully controlled temperatures, precise equipment and staff with expert knowledge/Inspectors, Accordingly, outline the **FIVE advantages of centralized Inspection** that those who use it stand to reap and enjoy. (10 marks)
- (b) As a Procurement Officer in charge of making Local purchases, highlight any **FIVE sources** of information you should know and use in reaching / contacting **local suppliers**. (10 marks)
- Q3. (a) State and explain very briefly the **FIVE activities** normally done in the **Tendering procedure** meant to buy or sell goods through the press. (10 marks)
- (b) Outline any **FIVE advantages** to be reaped and enjoyed in well-run organizations having put in place and following **procurement policies**. (10 marks)
- Q4. (a) Highlight the **FIVE activities** you should prepare and follow in the course of **expediting / following up** any pending purchases with selected suppliers before the time of use comes. (10 marks)
- (b) Outline any **FIVE activities** that fall within the **interdepartmental / functional relationships** between **Stores and Procurement Departments** (10 marks)

- Q5. (a) Choose and explain any **FIVE activities** you should undertake to remove or reduce the need of **expediting / following** up pending purchases with selected suppliers. **(10 marks)**
- (b) Briefly, describe any **FIVE essentials** that should be known and followed in order to **success in Global Sourcing**. **(10 marks)**