



TECHNICAL UNIVERSITY OF MOMBASA
Faculty of Business & Social Studies

DEPARTMENT OF BUSINESS STUDIES

DIPLOMA IN TRANSPORT AND LOGISTIC MANAGEMENT

BTM 2208: ADVANCED PROCUREMENT

END OF SEMESTER EXAMINATIONS

SERIES: APRIL 2015

TIME: 2 HOURS

INSTRUCTIONS:

- This paper consists of **FIVE** questions.
- Answer question **ONE (Compulsory)** and any other **TWO** questions.
- Do not write on the question paper

This paper consists of Two printed pages.

QUESTION 1 (Compulsory)

- a) Explain how a venue for the negotiation exercise should be laid out in order to give a proper ambience for negotiation processes. **(10 marks)**
- b) In your own honest opinion, what do you think are the reasons why e-procurement is not popular in Kenya. **(10 marks)**
- c) Design a checklist for evaluating potential supply sources. **(10 marks)**

QUESTION 2

- a) Performance of all the existing contracted supply sources should be measured regularly, consistently, analytically and accurately. Of what purpose is this exercise? **(10 marks)**
- b) Examine the main objectives of a procuring entity budgeting and controlling its procurement activities. **(10 marks)**

QUESTION 3

- a) Before a final decision is made to procure capital assets thorough analysis on certain specific aspects cannot be avoided. Analyse some of such specific aspects that must be analysed. **(10 marks)**
- b) Examine the major internal factors that a business enterprise would consider when setting right prices for various products and services. **(10 marks)**

QUESTION 4

- a) Highlight the merits of a medium sized retail outlet of ordering for its merchandise using blanket or or open-ended order system. **(10 marks)**
- b) Propose the key secondary sources from which a company handling fast moving products may obtain data on costs and prices of various products. **(10 marks)**

QUESTION 5

- a) Highlight the variables you would consider when evaluating the capability of a supplier for routine purchases. **(10 marks)**
- b) Analyse the dangers of a procuring entity operating without a well-structured procurement function in establishment. **(10 marks)**