



**TECHNICAL UNIVERSITY OF MOMBASA**  
***Faculty of Business & Social Studies***

DEPARTMENT OF BUSINESS STUDIES

DIPLOMA IN PROCUREMENT AND MATERIALS MANAGEMENT

**BPC 2102: PRINCIPLES OF 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 briefly what you understand by organizational procurement and outline **FOUR** of its key objectives. **(10 marks)**
- b) Highlight any **FIVE** factors that distinguish collaborative negotiations from the adversarial one. **(10 marks)**
- c) Define quality and briefly explain the **FOUR** factors a professional procurement officer can use to determine quality. **(10 marks)**

### **QUESTION 2**

- a) Describe any **FIVE** methods used to evaluate the suitability of a supplier. **(10 marks)**
- b) The actual negotiations consist of **FIVE** stages performed in a sequence, explain briefly. **(10 marks)**

### **QUESTION 3**

- a) Define tendering and briefly explain any **FOUR** types of tenders you understand well. **(10 marks)**
- b) Outline **FIVE** factors emphasizing the importance of procurement requisition. **(10 marks)**

### **QUESTION 4**

- a) A procurement order must be written carefully and capture the issues required. Explain **FIVE** factors emphasizing that fact. **(10 marks)**
- b) Explain **FIVE** reasons for carrying out inspection of materials upon receipt. **(10 marks)**

### **QUESTION 5**

- a) Explain any **FIVE** factors that emphasize the importance of product specification. **(10 marks)**
- b) Write short notes of the following
  - i) TWO-step tendering process **(4 marks)**
  - ii) Negotiating behaviour. **(2 marks)**
  - iii) Order acknowledgement **(4 marks)**