



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

DEPARTMENT OF BUSINESS STUDIES

UNIVERSITY EXAMINATIONS FOR DEGREE IN  
BACHELOR OF BUSINESS ADMINISTRATION  
BACHELOR OF COMMERCE

**BPC 4300: PRINCIPLES OF PROCUREMENT**

END OF SEMESTER EXAMINATIONS

**SERIES: APRIL 2015**

**TIME: 2 HOURS**

**INSTRUCTIONS:**

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

***This paper consists of Two printed pages***

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**QUESTION 1 (Compulsory)**

- a) Highlight any **FIVE areas of importance** of the Procurement function or departments for the smooth and efficient running of the affairs of the whole organization. **(10 marks)**
- b) Choose and explain briefly any **FIVE needs/purposes** of good, relevant and adjustable **procurement policies**. **(10 marks)**
- c) Outline the **FIVE activities** that should be known, arranged and performed orderly in the course of receiving goods on delivery from outside suppliers. **(10 marks)**

## QUESTION 2

- a) Identify and explain any **FIVE activities/operations** that fall within the interdepartmental/functional relationship between **Stores** and **Procurement** Departments. (10 marks)
- b) State and explain briefly the **FIVE activities** that should be known and done orderly in a **normal tendering procedure**. (10 marks)

## QUESTION 3

- a) Clearly, bring out any **FIVE objectives reasons/goals** why good employers and well-managed Procurement Department insist on goods purchased or produced being thoroughly **inspected** on delivery from outside suppliers or on completion of the actual production processes. (10 marks)
- b) Highlight the **FIVE advantage** of **Local Sourcing** to the smooth operations and growth of the domestic economy. (10 marks)

## QUESTION 4

- a) Outline any **FIVE sources** of information you can use to contact potential **suppliers abroad**. (10 marks)
- b) Identify and explain an **FIVE advantages** of **centralized inspection** that those who deal with it should know and make the best use of in the course of doing their normal work duties. (10 marks)

## QUESTION 5

- a) State and explain briefly any **FIVE criteria** that can be used to compare several potential suppliers against **one another** before choosing only a few among them to provide the required work facilities for production processes in on-going organizations. (10 marks)
- b) Highlight any **FIVE duties/responsibilities** of an **Assistant Procurement Officer**. (10 marks)