



TECHNICAL UNIVERSITY OF MOMBASA
Faculty of Business and Social Studies

DEPARTMENT OF BUSINESS STUDIES

UNIVERSITY EXAMINATIONS FOR DEGREE IN
BACHELOR OF COMMERCE
(PROCUREMENT AND LOGISTICS OPTIONS)

BPC 4301: PRINCIPLES OF PURCHASING AND DISTRIBUTION

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

QUESTION 1 (Compulsory)

Discuss the methods a purchasing professional can use to carry out the following:

- a) Needs identification. **(10 marks)**
- b) Needs specification. **(10 marks)**
- c) Supplier identification. **(10 marks)**
- d) Supplier evaluation.

QUESTION 2

- a) Analyze the historical evolution and revolution of purchasing and identify various terminologies that emerged to describe the profession to date. **(10 marks)**
- b) Describe a set of INCOTERMS that can emerge in a delivery process. **(10 marks)**

QUESTION 3

- a) Analyse at least **FIVE** reasons as to why purchasing professionals must acquire negotiation skills and highlight types of negotiation approaches common in a purchasing process. **(10 marks)**
- b) Describe the components of a distribution system in purchasing and distribution management. **(10 marks)**

QUESTION 4

- a) Analyze the components of a sustainable purchasing practice. **(10 marks)**
- b) Describe all the activities found in the supplies function of purchasing. **(10 marks)**

QUESTION 5

Define the meaning of the following practices and discuss why they are carried out in purchasing.

- a) Strategic sourcing
- b) Global sourcing
- c) Outsourcing
- d) Multiple-sourcing
- e) Single sourcing versus sole sourcing

(20 marks)