



TECHNICAL UNIVERSITY OF MOMBASA
Faculty of Business and Social Studies

DEPARTMENT OF BUSINESS STUDIES

UNIVERSITY EXAMINATIONS FOR DEGREE IN
BACHELOR OF COMMERCE

BPC 4403: STRATEGIC PROCUREMENT MANAGEMENT

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)

- a) As a Senior Manager in charge of all the affairs in Kenya Power Limited, outline the **FIVE arguments** you would present to your Board of Directors **against assuming** the normal **Business Social Responsibilities**. **(10 marks)**
- b) State and explain briefly any **FIVE needs/reasons** that would encourage a Procurement Manager to buy the required production facilities from **suppliers abroad**. **(10 marks)**
- c) As a Procurement Manager, highlight the **FIVE objectives** for establishing, staffing and running an independent **Strategic Procurement Department**. **(10 marks)**

QUESTION 2

- a) Outline any **FIVE major** Strategic Procurement Management areas in an organization that good Managers should know and put emphasis on in course of adjusting their business structure and functions to match with changes occurring inside or outside. **(10 marks)**
- b) Clearly, justify any **FIVE reasons** that would make good Procurement Managers buy the required work facilities from supplies in the market. **(10 marks)**

QUESTION 3

- a) Highlight any **FIVE contemporary issues** in Strategic Procurement Management that good, relevant Procurement Managers should always put into account in the course of performing their duties or making decisions and Procurement matters. **(10 marks)**
- b) Outline any **FIVE reasons** that may lead to **organizational resistance** to change. **(10 marks)**

QUESTION 4

- a) Outline any **FIVE problems or challenges** in the Strategic Procurement Management activities/functions which good Procurement Managers should know, avoid or handle with utmost care. **(10 marks)**
- b) Choose and explain briefly any **FIVE problems** of **outsourcing** for essential services required for smooth business operations. **(10 marks)**

QUESTION 5

- a) As a Senior Procurement Manager, outline any **FIVE Strategies** you can use to convince your junior Procurement Staff to accept and implement desirable proposals for change. **(10 marks)**
- b) As a Senior Lecturer in Strategic Procurement Management, you appear for the first time to introduce the subject to first-time Learners. Accordingly, state and explain to them any **FIVE advantages** of Strategic Procurement Management. **(10 marks)**