



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

DEPARTMENT OF BUSINESS STUDIES

DIPLOMA IN LOGISTICS AND TRANSPORT MANAGEMENT

**BTM 2208: ADVANCED PROCUREMENT**

SPECIAL/SUPPLEMENTARY EXAMINATIONS

**SERIES: FEBRUARY 2015**

**TIME: 2 HOURS**

**INSTRUCTIONS:**

- This paper consists of **FIVE** questions.
- Answer question **ONE (Compulsory)** and any other **TWO** questions.

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

### **QUESTION 1 (Compulsory)**

- a) Many purchasing actions are conducted digitally using e-procurement. Explain how you would ensure the security of such purchasing actions from getting accessed by unauthorized staff and other unauthorized persons. **(10 marks)**
- b) Improving the procurement cycle is an important consideration for procurement staff. Identify a typical procurement cycle you would follow when acquiring the needed procurement requirements into the organization. **(10 marks)**
- c) Analyse the dangers of the government controlling prices of essential commodities in the country. **(10 marks)**

### **QUESTION 2**

- a) Most buyers in the third world countries are facing severe challenges in embracing green purchasing policy. Highlight some of such challenges. **(10 marks)**
- b) Describe examples of behaviour by a procurement Manager that may be perceived as being unethical. **(10 marks)**

### **QUESTION 3**

- a) Explain how a procurement budget may be successfully implemented in an organization of your own choice. **(10 marks)**
- b) Analyse the main costs associated with the acquisition of procurement requirements into the procuring entity. **(10 marks)**

### **QUESTION 4**

- a) Evaluate the most significant considerations that a supplier will take into account when making price decisions. **(10 marks)**
- b) You have just invited supplier's negotiation team to come forth for a negotiation with a view to entering into a purchase contract to supply and deliver bulk liquid petroleum gas. Describe how you will lay out the negotiation venue to suit this occasion. **(10 marks)**

### **QUESTION 5**

- a) Identify pieces of information that should be contained in a purchase order. **(10 marks)**
- b) Explain the characteristic features that the right supply source should possess. **(10 marks)**