



TECHNICAL UNIVERSITY OF MOMBASA
School of Business

DEPARTMENT OF BUSINESS ADMINISTRATION

UNIVERSITY EXAMINATIONS FOR DEGREE IN
BACHELOR OF COMMERCE

BPC 4303: PRINCIPLES OF PROCUREMENT

SPECIAL/SUPPLEMENTARY EXAMINATIONS

SERIES: JUNE/JULY 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) State and explain briefly the **FIVE objectives** intended by the employers to be achieved when they establish, staff and run an independent **Procurement Department**. **(10 marks)**
- b) Outline any **FIVE advantages** of the **Procurement Policy Manuals** that those who frame and register should know and make the best use of. **(10 marks)**
- c) Highlight the **FIVE activities/operations** that are qualified Procurement Staff should know and do in the course of making a **follow-up/expediting** any pending purchase orders with relevant suppliers before the date of delivery comes. **(10 marks)**

QUESTION 2

- a) Choose and explain briefly any **FIVE essentials/qualities** of sound **procurement policies** which make them become enforceable in a court of law in case of any breach of purchase contracts. (10 marks)
- b) Briefly, describe the **FIVE disadvantages** of **tendering** as one of the most commonly used method of contacting potential suppliers in the market. (10 marks)

QUESTION 3

- a) Highlight any **FIVE advantages** of **work-in-progress inspection** that should be known and made the best use of by those involved in actual work processes. (10 marks)
- b) Clearly, bring out any **FIVE reasons/needs** that may necessitate an organization Procurement Department buying the required production facilities from **abroad**. (10 marks)

QUESTION 4

- a) Select and explain briefly any **FIVE advantages** of **sampling/acceptance inspection** that production and procurement department staff should know and make the best use of in the course of doing their normal work duties. (10 marks)
- b) State and explain the **FIVE activities/operations** that fall within the **interdepartmental/functional** relationships between **marketing** and **Procurement** Departments. (10 marks)

QUESTION 5

- a) Highlight the **FOUR advantages** of **floor inspection** that those who deal with it in the course of doing their work should know and make the best use of. (8 marks)
- b) Choose and explain briefly any **SIX problems/difficulties** that should be known and handled/solved in the course of sourcing for potential **suppliers abroad**. (12 marks)