



**TECHNICAL UNIVERSITY OF MOMBASA**

**SCHOOL OF BUSINESS**

**MANAGEMENT SCIENCE DEPARTMENT**

**COURSE/CLASS:** DIPLOMA IN PROCUREMENT

**UNIT CODE:** BPC 2102

**UNIT NAME:** PRINCIPLES OF PROCUREMENT

**SERIES:** DECEMBER, 2016

**PAPER DURATION:** 2 HOURS

**NO OF STUDENTS:** 60

**INSTRUCTIONS TO CANDIDATES:**

Answer question ONE (Compulsory) and any other TWO questions.

## **BPC 2102-PRINCIPLES OF PROCUREMENT**

### **PAPER A**

- Q1. (a) Explain in brief the following:-
- (i) Economic order quantity (5 marks)
  - (ii) Uses of procurement requisition (5 marks)
- (b) Explain the circumstances under which a tendering process can be viewed to be competitive (10 marks)
- (c) Explain briefly any **FIVE** objectives of procurement
- Q2. (a) Define quality from the perspective of procurement and explain the **FOUR** ways a buyer and seller can determine quality in the procurement process (10 marks)
- (b) Explain the various techniques used by a procurement manager to identify suppliers in the market (10 marks)
- Q3. (a) Describe briefly the steps in the process of tendering (10 marks)
- (b) Define the terms negotiation and outline the characteristics that imply its nature
- Q4. (a) Explain any **FIVE** factors to emphasize the importance of a purchase order (10 marks)
- Q5. (a) Briefly explain the receiving procedure outlining the various document used (10 marks)
- (b) Write short notes on the following:-
- (i) Order follow up (2 marks)
  - (ii) Advantages negotiation (2 marks)
  - (iii) Serial tender (2 marks)
  - (iv) Principle of right time (4 marks)