



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 B

- Q1. (a) Describe the steps in the actual negotiations process (10 marks)
- (b) Define procurement and explain any **FOUR** factors that imply the nature of procurement (10 marks)
- (c) Explain what is meant by the term tendering and describe in brief the types of tenders a company can use (10 marks)
- Q2. (a) Explain any **FIVE** methods of transmitting a need to procurement department and to the supplier (10 marks)
- (b) Explain any **FIVE** dimensions of quality according to Garvin D.A. (10 marks)
- Q3. (a) Describe **FIVE** techniques of evaluating suppliers for suitability
- (b) Explain in brief what is meant by collaborative negotiation and outline **FOUR** factors that differentiate it from adversarial negotiation. (10 marks)
- Q4. (a) Explain any **FIVE** reasons for a company emphasizing on the use of bulk order quantity approach to purchasing (10 marks)
- (b) Explain the factors that must be put into consideration when receiving goods from the suppliers
- Q5. (a) Outline **FIVE** key objectives of materials inspection upon receipts (10 marks)
- (b) Write short notes on the following:-
- (i) Principle of right quantity (4 marks)
- (ii) Material requirement planning (2 marks)
- (iii) Negotiating ploys (2 marks)
- (i) Arbitrary order quantity (2 marks)