



TECHNICAL UNIVERSITY OF MOMBASA

EXAMINATION FOR BACHELOR OF COMMERCE
(PROCUREMENT & LOGISTIC AND TRANSPORT) Y3S1

Sept 14, 2016
Sept 13 Jab

BPC 4301: PRINCIPLES OF PURCHASING

Paper I

May 2016
Ordinary Examinations

Time: 2 hours

INSTRUCTIONS: ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER
TWO QUESTIONS

QUESTION ONE

- a). Explain the multi Disciplinarity of Purchasing as a Discipline (10 Marks)
- b). Purchasing is a business activity that may be seen from many perspectives. Explain purchasing as:
- i. A process
 - ii. Supply chain management
 - iii. A procurement
 - iv. An external Resource Management
- (10 Marks)
- c). an organization without a strategy is like a ship without a compass. Explain five definitions of a strategy according to Mintzberg (10 marks).

QUESTION TWO

- a. The main stage of strategy implementation is resource allocation .**Discuss**
(10 Marks)
- b. Most companies are entangled in the decisions of whether to buy or make .what **considerations** do they make as they go through the process (10 marks)

QUESTION THREE

- a). **Explain** the contemporary functions of purchasing (5 Marks)
- b). State the main Principles of professional ethics. (5 marks)
- c) Mention the **least unethical practices** likely to be found in Kenya Commercial Bank operating in Tanzania (10 marks)

QUESTION FOUR

- a. State the **aims** of supplier market analysis (10 marks)
- b. Describe any two purchasing system (10 marks)

QUESTION FIVE

- a. Describe into details two methods that may be used in vendor search (15 marks)
- b. Write short notes on the following
Characteristic of Supplier Market structure (5 marks)