



TECHNICAL UNIVERSITY OF MOMBASA
SCHOOL OF BUSINESS
DEPARTMENT OF MANAGEMENT SCIENCE
BACHELOR OF COMERCE (PROCUREMENT AND LOGISTIC Y3SI)

TIME 2 HRS

BPC 4301: Principles of Purchasing and Distribution

DECEMBER 2016 SERIES

ORDINARY EXAMINATION

INSTRUCTIONS

- This paper consist of five questions
- Answer questions ONE (Compulsory) and any other TWO questions

QUESTION ONE (compulsory)

- a. Vendor search entails various methods. Describe two methods that can be used to make it an easier exercise to a newly recruited Manager **(10marks)**
- b. Explain any **five stages** of buying process **(10 Marks)**

- c. **List** the information included on a specification **(10 marks).**

QUESTION TWO

- a. Describe the **five principles** of Purchasing **(10 Marks)**
- b. What is Supplier Relationship Management **(2Marks)**
- c. State **Four features** of Supplier Relationship management **(8marks)**

QUESTION THREE

- a. Compare Transactional and Relational purchasing **(10 marks)**
- b. Explain the content of request for Quotation **(10 marks)**

QUESTION FOUR

- a. What are the reasons for supplier Development practices **(10 marks)**
- b. What are the market factors considered during the prequalification assessment **(10 marks)**

QUESTION FIVE

- a. Discuss how when applying for a tender any Government parastatals the employee of procurement Department may behave to maintain values of Procurement **(15 marks)**
- b. Explain the conditions that may warrant an appraisal in a procurement process **(5 marks)**