



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF MANAGEMENT SCIENCE

UNIVERSITY EXAMINATION FOR:

**FIRST YEAR FIRST SEMESTER EXAMINATION FOR DEGREE OF MASTER OF SCIENCE IN
PROCUREMENT AND SUPPLIES MANAGEMENT**

BPC 5104: PROCUREMENT CONTRACTING

END OF SEMESTER EXAMINATION

SERIES:DECEMBER2016

TIME:3HOURS

DATE:8 Dec2016

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of Choose No questions. AttemptChoose instruction.

Answer question ONE Compulsory and any other THREE questions

Do not write on the question paper.

Question ONE (25 MARKS)

Procurement involves the process of selecting vendors, establishing payment terms, strategic vetting, and selection, the negotiation of contracts and actual purchasing of goods. Procurement is concerned with acquiring (procuring) all of the goods, services and work that is vital to an organization. Procurement is, essentially, the overarching or umbrella term within which purchasing can be found. Contract management is the process of managing contracts from vendors, partners, customers, or employees. It supports the entire customer lifecycle which covers any process that contributes, creates or utilizes contract data. Contract management can be an asset, or a liability, depending on how digital and integrated your process is. The business world is changing. New ways of driving revenue are forcing companies to reimagine the way they manage the customer lifecycle making contract management more important than ever before.

- a). In view of the above, articulate the necessary steps while executing the procurement contract in any public entity in Kenya. 15 marks

- b). Describe the main challenges facing procurement professionals as they implement the IFMIS in the systems.
10 marks

Question TWO

- a)..Describe signs of a successful contract management in a public entity in Kenya. 10 marks:
b). Explain the three often broken broad areas of planning for contract management. 15 marks

Question THREE

- a).Describe any five factors to be considered when establishing a relationship management model towards the partnership end of the range. 10 marks
b). Explain any five responsibilities of procurement team in detailed review as envisaged in procurement contracting process. 15 marks

Question FOUR

Mr. Odhiambo as a professional in the field procurement contracting and as an employee of Technical University of Mombasa for a decade now, he believes that proper preparation of contract can save the business considerable time and money. Justify. 25 marks

Question FIVE

- a).Mr. Wamono as a scholar in procurement, he argues that, for a valid and enforceable in the Republic of Kenya, all contracts must have basic components: In light of the above, explain the main five. 15 marks
b). Explain the Ten (10) biggest procurement challenges any procurement entity are likely to encounter. 10 Marks