



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF MANAGEMENT SCIENCE

UNIVERSITY EXAMINATION FOR:

DIPLOMA IN PROCUREMENT AND MATERIALS MANAGEMENT

BPC 2203: PURCHASING PRINCIPLES AND TECHNIQUES

END OF SEMESTER EXAMINATION

SERIES: AUGUST 2019

TIME: 2 HOURS

DATE: Pick Date Aug 2019

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions. Attempt question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

Question ONE

1. a.) Explain the techniques normally used for selecting suitable suppliers from the supply market.
(8 Marks)

- b.) Outline any FIVE advantages of a centralized purchasing function.
(10 Marks)

- c.) Explain any SIX factors that demonstrate the how the purchasing objective of supporting operational requirements is accomplished.
(12 Marks)

Question TWO

2. a.) Explain FIVE prerequisites of a competitive bidding process when purchasing especially raw materials.

(10 Marks)

- b.) Explain in brief any FIVE techniques that are used for determining a right quality between the buyer and supplier.

(10 Marks)

Question THREE

3. a.) Explain in brief FIVE factors that must be put into consideration when determining the right quantity.

(10 Marks)

- b.) Explain briefly the FIVE principles underlying the purchasing procedures for especially public organizations.

(10 Marks)

Question FOUR

4. a.) Explain FIVE negotiating techniques used especially in collaborative relationships.

(10 Marks)

- b.) Define ethics and describe the areas which are especially important for purchasing professionals to establish and maintain as ethical behaviour.

(10 Marks)

Question FIVE

5. a.) Outline the limitations of using specifications as a method of describing a purchase

(10 Marks)

- b.) Describe briefly the steps in the post ordering of the purchasing procedures.

(10 Marks)