



---

## TECHNICAL UNIVERSITY OF MOMBASA

---

SCHOOL OF BUSINESS  
DEPARTMENT OF BUSINESS ADMINISTRATION  
UNIVERSITY EXAMINATION FOR:  
DSSO  
BPC 2206: PRINCIPLES AND PRACTICE OF PROCUREMENT

END OF SEMESTER EXAMINATION  
**SERIES: AUGUST 2019**  
**TIME: 2 HOURS**  
**DATE: AUGUST, 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

- Highlight any **FIVE areas of importance** to the procurement department for the smooth and efficient operations of the whole organization **(10 marks)**
- Explain the **FIVE operations/ activities** done by both **procurement** and **marketing** departments **(10 marks)**
- Outline any **FIVE advantages** of the **local sourcing** of the required work facilities **(10 marks)**

### QUESTION TWO

- Describe the **FIVE activities/ operations** that are normally done in a **tendering procedure** **(10 marks)**
- Highlight any **FIVE advantages/ benefits** of knowing and following **procurement policies** **(10 marks)**

### QUESTION THREE

- Explain the **FIVE advantages** of **centralized inspection** of finished goods or goods delivered from suppliers in the market **(10 marks)**
- Justify any **FIVE needs/ reasons** for **global sourcing** that necessitate buying the required goods from suppliers abroad **(10 marks)**

#### **QUESTION FOUR**

- a) Highlight any **FIVE Cost, Insurance and Freight contracts obligations (CIF)** between importers and exporters in global sourcing **(10 marks)**
- b) Outline any **FIVE advantages of sampling inspection** that those involved in checking many similar goods can reap and enjoy **(10 marks)**

#### **QUESTION FIVE**

- a) Highlight any **FIVE groups of stakeholders** to whom **printed copies of procurement policy manuals** should be distributed **(10 marks)**
- b) Explain any **FIVE duties/ responsibilities of procurement purchase assistants** **(10 marks)**



---

TECHNICAL UNIVERSITY OF MOMBASA

---

SCHOOL OF BUSINESS  
DEPARTMENT OF BUSINESS ADMINISTRATION  
UNIVERSITY EXAMINATION FOR:  
DSSO  
BPC 2206: PRINCIPLES AND PRACTICE OF PROCUREMENT

END OF SEMESTER EXAMINATION

**SERIES: AUGUST 2019**

**TIME: 2 HOURS**

**DATE: AUGUST, 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**

- a) Explain the **FIVE objectives** that should be achieved by the procurement staff working in the procurement department **(10 marks)**
- b) Highlight any **FIVE activities/operations** that should be done in collaboration between **procurement** and **stores** department **(10 marks)**
- c) Outline the **FIVE activities** that should be known and done in **expediting/ clearing** pending purchases with selected suppliers **(10 marks)**

**QUESTION TWO**

- a) Explain the **Five disadvantages** of **tendering** as a procurement approach used to contact selected suppliers through mass media **(10 marks)**
- b) Highlight any **FIVE advantages** of **procurement policy manuals** **(10 marks)**

**QUESTION THREE**

- a) Discuss the **FIVE activities** in the **sampling procedure** meant for checking many similar items/ goods **(10 marks)**
- b) Outline any **FIVE advantages** of **work-in-progress inspection** that checks goods before, during and after every production process **(10 marks)**

#### **QUESTION FOUR**

- a) Explain any **SIX** essentials that should be known and done to ensure **success** in good global sourcing processes **(10 marks)**
- b) Explain the **FOUR free on Board (FOB) legal contractual obligations** of exporters and importers in global sourcing **(10 marks)**

#### **QUESTION FIVE**

- a) Highlight any **FIVE difficulties/ problems** likely to be met and solved in global sourcing **(10 marks)**
- b) State any **FIVE duties/ responsibilities** of assistant procurement officers who work in procurement department in an organization **(10 marks)**