

# TECHNICAL UNIVERSITY OF MOMBASA

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SCHOOL OF BUSINESS

DEPARTMENT OF MANAGEMENT SCIENCE

**UNIVERSITY EXAMINATION FOR:**

BACHELOR OF COMMERCE – PROCUREMENT

**BPC 4201: PRINCIPLES OF PURCHASING AND SUPPLIES  
MANAGEMENT**

END OF SEMESTER EXAMINATION

**ORDINARY PAPER**

**SERIES: AUGUST<sub>2019</sub>**

**TIME:2HOURS**

**DATE:Pick Date<sub>2019</sub>**

## 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.**

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## **Question ONE (COMPULSORY) – 30 Marks**

- a) Explain the role of purchasing in organizational management. **[10 marks]**
  
- b) Describe the main principles of purchasing. **[10 marks]**
  
- c) Set out and discuss the elements of the purchasing cycle. **[10 marks]**

## **Question Two**

- a) Describe the main objectives of negotiations. **[10 marks]**
  
- b) Explain the **five** approaches for defining quality identified by Gavin. **[10 marks]**

## **Question Three**

- a) Describe the factors guiding the selection of right supplier or source of purchasing. **[10 marks]**

b) Write short notes on the following:

**[10 marks]**

- i) Purchase requisition.
- ii) Purchase enquiry.
- iii) Purchase order.
- iv) Quotation.
- v) Tender.

**Question Four**

a) Explain some of the areas to which you would give attention when making an appraisal visit to a potential supplier. **[10 marks]**

b) Explain challenges facing execution of procurement function in Kenya context.

**[10 marks]**

**Question Five**

Identify and explain tendering procedures in public organization.

**[20 marks]**