



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

Department of Management Science

DEPARTMENT OF BUSINESS STUDIES

END OF SEMESTER EXAMS FOR BACHELOR OF COMMERCE

BPC 4403: STRATEGIC PROCUREMENT MANAGEMENT

CLASS: YEAR FOUR SEMESTER ONE

AUGUST 2019

TIME: 2 HOURS

INSTRUCTIONS:

- Answer question **ONE (Compulsory)** and any other **TWO** questions.
- Marks are allocated and the end of each question

This paper consists of THREE printed pages.

QUESTION ONE (30 MARKS)

- a) Highlight any FIVE benefits that should be identified and exploited in Strategic Procurement Management. (10 Marks)
- b) Identify and explain briefly the FIVE characteristics of the prevailing external environment that good managers should always consider and put into account when deciding on the structure and functions of their businesses. (10 Marks)
- c) Briefly, describe any FIVE sources of change that good managers should know and accommodate in their business decision making process. (10 Marks)

QUESTION TWO (20 Marks)

- a) Identify and explain briefly any FIVE sources of information which can be used to contact potential suppliers abroad. (10 marks)
- b) Outline any FIVE businesses social responsibilities of the management of an organization to the employees in that organization. (10 marks)

QUESTION THREE (20 Marks)

- a) Clearly, justify any FIVE reasons that would make good Procurement Managers buy the required work facilities from supplies in the market. (10 marks)
- b) Highlight any FIVE contemporary issues in Strategic Procurement Management that good, relevant Procurement Managers should always put into account in the course of performing their duties or making decisions and Procurement matters. (10 marks)

QUESTION FOUR (20 Marks)

a) Highlight any FIVE reasons that may lead Managers in charge of different areas of work to make the required work facilities themselves instead of buying them from outside suppliers in the market.

(10 marks)

b) You are a procurement manager in one of the multinational companies in Kenya. Discuss the procurement objective in strategy implementation in your organization.

(10 marks)

QUESTION FIVE (20 Marks)

a) Compare and contrast the principles and goals of lean to those of supply chain management.

(10 marks)

b) Effective procurement strategy to support supply chain management concepts requires a much closer working relationship between buyers and sellers. In view of this statement, discuss some of the emerging procurement strategies that can be adopted in an organization to ensure value for money.

(10 Marks)

“WISHING YOU THE BEST OF LUCK”