



**TECHNICAL UNIVERSITY OF MOMBASA**

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SCHOOL OF BUSINESS  
DEPARTMENT OF MANAGEMENT SCIENCE  
**UNIVERSITY EXAMINATION FOR:**  
DIPLOMA IN LOGISTICS AND TRANSPORT MANAGEMENT (Y<sub>2</sub> S<sub>2</sub>)  
BLT 2208: ADVANCED PROCUREMENT  
END OF SEMESTER EXAMINATION  
**SERIES:** AUGUST2019  
**TIME:** 2HOURS  
**DATE:** Aug2019

**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. Attempt question ONE (Compulsory) and any other TWO questions.

**Do not write on the question paper.**

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**SECTION A: COMPULSORY**

**QUESTION ONE 30 MARKS**

- (a) State ten public entities or state organs provided by PPADA 2015  
(10 MARKS)
- (b) A procurement plan provides the methodology and approach, process and project management structure for implementation for the implementation of the procurement processes. Explain Five benefits of a procurement plan  
(10 MARKS)
- (c) Discuss five Challenges an organization will face when conducting International purchasing  
(10 MARKS)

**SECTION B: ATTEMPT ANY TWO QUESTIONS- (40 MARKS)**

**QUESTION TWO (20 MARKS)**

a) A procuring entity, may, at any time, prior to notification of tender award, terminate or cancel procurement or asset disposal proceedings without entering into a contract. Explain five reasons as to why this might happen.

**(10 MARKS)**

b) Procurement is the function that describes the activities and processes to acquire goods, services and Works to satisfy an organization. Discuss five applicable ethics under the procurement function

**(10MARKS)**

**QUESTION THREE (20 MARKS)**

a) Explain Six aspects which should be evaluated before contracting a supplier to ease supplier performance appraisal.

**(12 MARKS)**

b) Briefly describe the following terms

i. Surplus Stocks

ii. Salvageable Items

**(8 MARKS)**

**QUESTION FOUR (20MARKS)**

a) Direct procurement is one of the many methods that can be used to procure goods, services and works.

Highlight four circumstances under which direct procurement can be used.

**(8 MARKS)**

b) Specification is a statement of attributes of a product, process or services. Discuss any Six methods of Specification

**(12 MARKS)**

**QUESTION FIVE (20 MARKS)**

a) Negotiators are committee members who have been selected to negotiate a deal. Discuss any five characteristics a good negotiator should possess

**(10 MARKS)**

b) Define Quality Management and Explain four Dimensions of quality

**(10 MARKS)**

