



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS
DEPARTMENT OF MANAGEMENT SCIENCE
UNIVERSITY EXAMINATION FOR:
BACHELOR OF COMMERCE - PROCUREMENT
BPC 4301 : PROCUREMENT MANAGEMENT
END OF SEMESTER EXAMINATION

ORDINARY PAPER

SERIES: APRIL Pick year 2022

TIME: 2 HOURS

DATE: Pick Date Pick Year

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 (COMPULSORY) - 30 Marks

- a) Examine any **FIVE** methods of pricing in procurement transaction. [10 marks]
- b) Briefly, describe **FIVE** significance of contract between a buyer and supplier in the procurement transaction. [10 marks]
- c) Discuss any **FIVE** factors influencing positioning of procurement function in organization hierarchical. [10 marks]

Question Two

- a) Examine any **FIVE** main objectives of negotiations. [10 marks]
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b) Name and describe the steps in the supplier selection and evaluation process.

[10 marks]

Question Three

a) Examine the **FIVE** ways of transforming adversarial attitudes between the buyer and supplier. [10 marks]

b) Briefly, describe **FIVE** advantages of using local suppliers . [10 marks]

Question Four

a) Briefly, describe **FOUR** ways in which procurement contract can be terminate. [8 marks]

b) Analyze the contribution the purchasing manager can make to quality both at the design stage of a product and during the production stage.

[12 marks]

Question Five

a) Briefly, describe **FIVE** challenges facing execution of procurement function in Kenya context. .

[1 0 marks]

b) Examine some of the areas to which you would give attention when making an appraisal visit to a potential supplier.

[10 marks]





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