



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF MANAGEMENT SCIENCE

UNIVERSITY EXAMINATION FOR:

DIPLOMA IN LOGISTICS AND TRANSPORT MANAGEMENT (Y₂ S₂)

BLT 2208: ADVANCED PROCUREMENT

END OF SEMESTER EXAMINATION

SERIES: APRIL 2022

TIME: 2 HOURS

DATE: Pick Date April 2022

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.

SECTION A: COMPULSORY

QUESTION ONE 30 MARKS

- (a) A person May be debarred from participating in procurement or asset disposal proceedings due to being guilty of corrupt or fraudulent practices. Highlight five Common Fraudulent Practices found in Public Procurement **(10 MARKS)**
- (b) Procurement planning is the process of deciding what to buy, when and from what source. Highlight five benefits of procurement planning **(10 MARKS)**
- (c) Procurement is guided by a set of rules and principles to ensure efficiency and effectiveness in procurement activities. Discuss FIVE principles of procurement. **(10 MARKS)**

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

QUESTION TWO (20 MARKS)

(a) A procurement contract is said to be discharged or terminated when the parties to it are freed from their mutual obligations. Briefly describe the following

- i. Discharge by breach
- ii. Discharge by the operation of law **(8 MARKS)**

b) Define quality from the perspective of procurement and explain Five dimensions of quality between the buyer and the supplier

(12 MARKS)

QUESTION THREE (20 MARKS)

(b) Baghmata enterprise has decided to Outsource cleaning and Transportation services. Explain five reasons as to why organizations may opt to outsource rather than produce their own goods and services **(10MARKS)**

(b) Explain Five reasons as to why a public entity can decide to adopt Direct Procurement as a method of procurement. **(10 MARKS)**

QUESTION FOUR (20MARKS)

a) Disposing of non value adding asset regularly and consistently helps very much in Improving efficiency of stores function. Describe the process of disposal. **(12 MARKS)**

b) Boundaries are shrinking and disappearing, and what's becoming apparent is that global purchasing and domestic purchasing are flowing, blending, and converging into one stream. Discuss Four drivers of international purchasing. **(8 MARKS)**

QUESTION FIVE (20 MARKS)

a) One of the salient changes that were brought in the new act is the introduction of integrated financial management system. Highlight any five benefits associated with the application and use of IFMS in public procurement

(10 ARKS)

b) Procurement negotiation is a communication process in which buyer and supplier with conflicting requirements reach an agreement of mutual interest. Evaluate five negotiation Style that can be applied to achieve an outcome **(10 MARKS)**

