



TECHNICAL UNIVERSITY OF MOMBASA

School of Humanities and Social Sciences

Department of HOSPITALITY & Tourism MANAGEMENT

UNIVERSITY EXAMINATION FOR THE: DIPLOMA IN CATERING AND ACCOMMODATION MANAGEMENT (DCAM S23)

HHC 2210: PROCUREMENT FOR THE HOSPITALITY INDUSTRY
END OF SEMESTER EXAMINATION

SERIES: APRIL 2025

TIME: 2 HOURS

DATE: Pick Date Apr 25

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.

SECTION A (Answer all the questions)

30 POINTS

QUESTION ONE

- a) With aid of a diagram explain a segment out line of the type of hospitality industry operations(6marks)
- b) Outline five actors that affect the distribution channel(5marks)
- c) Differentiate between job specification and job description(5marks)
- d) What are the reasons why hospitality operators develop purchase specifications(10marks)
- e) Define the following
 - i. Selection(2marks)
 - ii. Procurement(2marks)

SECTION B (Answer only TWO questions)

QUESTION TWO

- a) Discuss five ways in which the buyers' and sellers' attitudes affect the purchasing process(10marks)
- b) Discuss five ways used to reduce the as purchase price so that the overall value is increased(10marks)

QUESTION THREE

- a) Identify and explain the four bill paying procedure (10marks)
- b) Discuss ways to preventing security problems in purchasing(10marks)

QUESTION FOUR

- a) Discuss five methods of streamlining the order procedure(10marks)
- b) Identify and explain five types of services offered in the hospitality industry(10marks)

QUESTION FIVE

- a) Discuss the six essentials for good receiving(12marks)
- b) Identify and discuss four selection basis of cleaning supplies(8marks)