

GARISSA UNIVERSITY

UNIVERSITY EXAMINATION 2017/2018 ACADEMIC YEAR THREE FIRST SEMESTER EXAMINATION

SCHOOL OF BUSINESS AND ECONOMICS

FOR THE DEGREE OF BACHELOR OF BUSINESS MANAGEMENT

COURSE CODE: BBM 340

COURSE TITLE: PURCHASING MANAGEMENT

EXAMINATION DURATION: 3 HOURS

DATE: 08/12/17 TIME: 09.00-12.00 PM

INSTRUCTION TO CANDIDATES

- The examination has SIX (6) questions
- Question ONE (1) is COMPULSORY
- Choose any other THREE (3) questions from the remaining FIVE (5) questions
- Use sketch diagrams to illustrate your answer whenever necessary
- Do not carry mobile phones or any other written materials in examination room
- Do not write on this paper

This paper consists of TWO (2) printed pages

please turn over



QUESTION ONE (COMPULSORY)

(a) State the objectives of public procurement	[5 marks]
(b) Differentiate strategic and non strategic procurement	[2 marks]
(c) In what scenario does the procurement entity forfeit tender security	[3 marks]
(d) Define global sourcing	[2 marks]
(e) Explain sources of information relating to potential suppliers	[3 marks]
(f) Define the following:	
i. Single sourcing	[2 marks]
ii. Multiple sourcing	[2 marks]
(g) Describe the receiving procedure of goods	[6 marks]
QUESTION TWO	
(a) Explain any three principles of good procurement	[3 marks]
(b) Explain the factors considered when planning international purchasing	[4 marks]

QUESTION THREE

Different organizations use different kind of structures in their governance. Critically discuss this statement [15 marks]

(c) Discuss the advantages and disadvantages of early supplier involvement

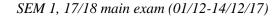
(b) Explain the advantages and disadvantages of international sourcing

QUESTION FOUR

Most of the organizations compare the cost of producing a component or providing a service internally with the cost of purchasing the component or service from an external supplier. Discuss [15 marks]

QUESTION FIVE

(b) Discuss the challenges facing green procurement in Kenya	[5 marks]
(c) What are the objectives of negotiation in procurement	[3 marks]
(d) Discuss the difference between the win-lose and win-win negotiation	[5 marks]
QUESTION SIX	
(a) Discuss the eight dimensions of quality	[8 marks]



(a) What is green procurement

[8 marks]

[2 marks]

[7 marks]