



MERU UNIVERSITY COLLEGE OF SCIENCE & TECHNOLOGY

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University Examinations 2011/2012

FIRST YEAR, FIRST SEMESTER EXAMINATIONS FOR THE DEGREE OF
BACHELOR OF PURCHASING AND SUPPLIES MANAGEMENT

HPS 2101: PRINCIPLES OF PROCUREMENT

DATE: APRIL 2012

TIME: 2 HOURS

INSTRUCTIONS: Answer question *one* and any other *two* questions

QUESTION ONE (30 MARKS)

- a. Distinguish between procurement and purchasing (6 Marks)
- b. Explain the concept of total quality management (6 Marks)
- c. Explain the importance of product specifications in procurement (6 Marks)
- d. Highlight five factors considered during supplier appraisal (6 Marks)
- e. Explain the importance of inspecting newly received materials before accepting them in the store (6 Marks)

QUESTION TWO (20 MARKS)

- a. Explain the concept of quality in procurement (5 Marks)
- b. Assume you have been consulted to assist in the procurement of production materials by an organization that has newly established. Explain how you would go about it (15 Marks)

QUESTION THREE (20 MARKS)

- a. Explain the concept of out sourcing (5 Marks)
- b. Assume you have been appointed the procurement officer in a public institution. explain how you would conduct an open tendering procedure (15 Marks)

QUESTION FOUR (20 MARKS)

- a. Explain the importance of maintaining up dated procurement records
- b. Highlight the benefits of doing price analysis in the procurement function

QUESTION FIVE (20 MARKS)

- a. Highlight and explain the six principles of procurement
- b. Explain the possible sources of information about potential suppliers