

**W1-2-60-1-6**

## JOMO KENYATTA UNIVERSITY

**OF**

**AGRICULTURE AND TECHNOLOGY**

# University Examinations 2014/2015

**THIRD YEAR SECOND SEMESTER EXAMINATION FOR THE DEGREE OF BACHELOR OF PURCHASING AND SUPPLIES CHAIN MANAGEMENT**

**HPS 2308 : PROCUREMENT MANAGEMENT**

**DATE: AUGUST 2015 TIME: 2 HOURS**

**INSTRUCTIONS: ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER**

**THREE QUESTIONS.**

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**QUESTION ONE (30 MARKS)**

**CASE STUDY (BLUE AND GRAY, INC.)**

**Read the following case study and answer the following questions:**

(a) Should Elwood recommend Muke or buy? [5 marks]

(b) How should he justify his decision? [5 marks]

(c) Basing on the objectives of the firm, discuss the various types of contracts that can be realized in management today. [5 marks]

(d) Relationship development assists firms design mechanisms of enforcing constant supplies. As a manager of the firm, discuss how to develop such relationship at Blue & Gray, Inc. [8 marks]

(e) Pursuance of ethical behavior is fundamental to the survival of any procurement process. Discuss. [8 marks]

(f) As a manager at Blue & Gray, Inc. develop a procurement requisition for the board of directors. [9 marks]

**QUESTION TWO (10 MARKS)**

Procurement management is subject to designing of certain objectives. Discuss.

[10 marks]

**QUESTION THREE (10 MARKS)**

The origin of procurement has led to it developing into a clear discipline. Discuss the functions of procurement. [10 marks]

**QUESTION FOUR (10 MARKS)**

Quality is a leverage for any procurement manager to pursue. Discuss the elements of quality as outlined by Demings. [10 marks]

**QUESTION FIVE (10 MARKS)**

Supplier choice is dependent on certain elements. Discuss. [10 marks]