



W1-2-60-1-6
JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY

UNIVERSITY EXAMINATIONS 2017/2018
YEAR 1 SEMESTER 1 EXAMINATIONS

HPS 2101: PRINCIPLES OF PROCUREMENT **TIME: 2 HOURS**

DATE: JANUARY 2018

SECTION A

QUESTION ONE (COMPULSORY) - 30 MARKS

... Dispute over the tender for printing the presidential ballot paper is awaiting determination by the court of appeal on Thursday. Printing for the paper ought to have started yesterday according to the commission time table. The national super alliance has objected to the paper printing and publishing, claiming it the company is close to the first family.

Ballot paper for governor, senator, members of the national assembly, women representatives and ward representatives were not disputed and were therefore unaffected by the high court ruling, which stopped the printing of the presidential papers on the basis that the tender was awarded to Al Ghurair without public participation.

IEBC has since appealed the ruling on the grounds that the court directive was not practical, more so with the limited time left until August 8th election day On the presidential ballot paper, crisis, Mr. Chiloba said the commission is considering direct procurement should the court not rule in its favour..... "There are conditions that justify that process. We have explored options and we have a basis as to where we could go when it comes to direct procurement. We can justify the identification of the company" (Daily Nation, pg4cl1-4-Report by Walter Menya, Kennedy Kimathi & Maureen Kakai).

Required;

- a) You have been invited by the IEBC to give them a lecture on 10 principles and pillars of procurement. Kindly take them through as a professional in procurement and contract management. (10 marks)
- b) As a procurement and contract management expert, kindly take them through 10 steps in procurement. (10 marks)
- c) In case the court rule not in favour of the appeal, kindly advise the IEBC on the following:

- i) 5 importance of specification (5 marks)
- ii) 2 advantages of standardization (2 marks)
- iii) 3 advantages of single sourcing (3 marks)

SECTION B: (ANSWER ANY TWO)

QUESTION TWO

- a) Mention five situations in which supplier appraisal is essential. (5 marks)
- b) Explain the 6 methods of specification. (12 marks)
- c) Define purchasing (3 marks)

QUESTION THREE

- a) Explain the three phase of negotiation (9 marks)
- b) Mention five tools that can be used to conduct price analysis (5 marks)
- c) Explain briefly the 6Rs of purchasing (6 marks)

QUESTION FOUR

- a) Mention five approaches to quality (5 marks)
- b) Explain the relationship between the purchase and suppliers function with:
 - i) Human resource development department (5 marks)
 - ii) Information technology department (5 marks)
 - iii) Design department (5 marks)