



**MASENO UNIVERSITY**  
**UNIVERSITY EXAMINATIONS 2016/2017**

**FOURTH YEAR SECOND SEMESTER EXAMINATIONS FOR THE  
DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION WITH  
INFORMATION TECHNOLOGY**

**HOMA-BAY CAMPUS**

**ABA 446: SUSTAINABLE PROCUREMENT AND SCM**

Date: 25<sup>th</sup> June, 2017

Time: 2.00 - 5.00 pm

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**INSTRUCTIONS:**

- Attempt question ONE and any other THREE questions.



**Question One (25 Marks)**

- a. Discuss three objectives of sustainable procurement. (6 marks)
- b. Discuss the importance of demand analysis as a consideration during planning for sustainable procurement. (6 marks)

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- c. With reference to the supply market, discuss the benefits of sustainable procurement. (8 marks)
- d. Explain the following terms:
  - i. Life-cycle costing (2 marks)
  - ii. Greenwash (1 mark)
  - iii. Sustainability (2 marks)

**Question Two (15 Marks)**

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- a. Explain four factors that should be considered when developing a sustainable purchasing policy for an organization. (8 marks)
  - b. Highlight seven steps in creating successful sustainable procurement policy and strategy. (7 marks)

**Question Three (15 Marks)**

- a. 'Implementing sustainable procurement involves balancing the different and sometimes competing priorities that occur across a triple bottom line'. Discuss. (12 marks)
- b. Highlight three factors that may bar an organization from 'procuring sustainably'. (3 marks)

**Question Four (15 Marks)**

- a. Apart from value for money, discuss any other three principles of sustainable procurement. (6 marks)
- b. Discuss ways by which an organization can support sustainable procurement during tender evaluation stage. (9 marks)

**Question Five (15 marks)**

Assuming the role of a chief procurement officer in your organization, discuss how you can guide your team to align sustainability into the general stages of procurement process.

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(15 marks)