



MASENO UNIVERSITY

UNIVERSITY EXAMINATIONS 2017/2018

THIRD YEAR FIRST SEMESTER EXAMINATIONS FOR THE
DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION WITH
INFORMATION TECHNOLOGY

MAIN CAMPUS

ABA 339: PROCUREMENT IN PROJECT ENVIRONMENT

Date: 16th February, 2018

Time: 8.30 -11.30 am

INSTRUCTIONS:

- Answer question ONE and any other THREE questions
- Question one carries 25 marks and the rest 15 marks each



QUESTION ONE - COMPULSORY

(25 Marks)

- a) “The foundations for effective and successful post-award contract management rely upon careful, comprehensive and thorough implementation of the upstream or pre-award activities.” Briefly describe the nine pre-contract activities. (18 Marks)
- b) Briefly highlight the reasons for appraising a project. (7 Marks)

QUESTION TWO

(15 Marks)

- a) “There are several project methodologies one can adopt in building a successful project. They are grouped into the five categories.” Briefly describe the categories. (10 Marks)
- b) Discuss the major types of conflicts in Project Environment (5 Marks)

QUESTION THREE

(15 Marks)

- a) Describe the four steps in a Project Procurement Management Processes. (9 Marks)
- b) Briefly describe the major Project Appraisal Techniques used in evaluating a project (6 Marks)

QUESTION FOUR

(15 Marks)

“The management of conflicts places the project manager in the precarious situation of having to select a Conflict Resolution Approach.” Discuss the various Conflict Management Approaches and the situations you would adopt them in as a manager.

QUESTION FIVE

(15 Marks)

- a) Briefly discuss the distinctive features of a Project Procurement. (10 Marks)
- b) Highlight the fundamentals of a Contract in Project Environment (5 Marks)