

**JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY**

**DEPARTMENT: -BUSINESS AND SOCIAL SCIENCES**

**Bachelor of purchasing & supplies management**

**DISTRIBUTION AND WAREHOUSING –UNIT: HPS: 2207**

**CONTINUOUS ASSESSMENT TEST TWO**

**TIME: 1 HOUR**

**Instruction: answer all the questions. Marks will be awarded for organization of the ideas, originality of thought, accuracy of materials and presentation.**

1. a). What is a distribution channel? What role do they play in economic development?  
(10mks)
- b. (i). Differentiate giving appropriate examples between exclusive distribution and intensive distribution. (5mks)
- (ii). what factors should one consider before selecting a middleman? (5mks)
- c. What are the potential; advantages to paperless warehousing operations? (10mks)
- 2 a) What is a warehouse management systems (WMS)? How can it benefit warehousing operations? (10mks)
- b). Why are cleanliness and sanitation issues relevant to warehousing operations? (10mks)
- c. How can layout and design affect warehouse efficiency and productivity? (10mks)