



UNIVERSITY EXAMINATION 2017/2018

**SCHOOL OF BUSINESS AND ECONOMICS
DEPARTMENT OF MANAGEMENT**

**BACHELOR OF BUSINESS MANAGEMENT/BACHELOR OF COMMERCE
VIRTUAL VARSITY**

UNIT CODE: BBM3112 UNIT TITLE: GENERATION OF REQUIEMENTS AND SOURCING

DATE: AUGUST, 2018

SPECIAL/ SUPP

TIME: 2 HOURS

INSTRUCTIONS: ANSWER QUESTION ONE AND ANY OTHER TWO

1. a) Explain the following terms:
 - i) Collaborative buying this (3 Marks)
 - ii) Adversarial buying (3 Marks)
- b) Define purchasing consortia explaining five advantages of an organization being in the purchasing consortia. (10 Marks)
- c) Describe the various steps in the sourcing process. (10 Marks)
- d) Explain the meaning of (srm) supplier relationship management. (4 Marks)
2. a) Determine the merits and demerits of multiple sourcing. (10 Marks)
- b) Explain five problems associated with partnership sourcing. (10 Marks)
3. a) Establish five advantages of e-sourcing to a company. (10 Marks)