

**W1-2-60-1-6**

**JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS 2018/2019**

**YEAR IV SEMESTER I EXAMINATION FOR THE DEGREE OF BACHELOR OF PROCUREMENT AND CONTRACT MANAGEMENT**

**HPS 2308: STRATEGIC PROCUREMENT MANAGEMENT**

**DATE: AUGUST 2019 TIME: 2 HOURS**

**INSTRUCTIONS: ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO**

**QUESTIONS**

**QUESTION ONE (30 MARKS)**

MAPATO is a medium-sized organization in the private sector that manufactures and sells a wide range of industrial protective work gear and equipment designed for hazardous work situations. The products are made of high quality material and MAPATO constantly updates its different product lines to reflect newly created operating environments and work safety requirements. MAPATO therefore ensures that they purchase their raw materials only from suppliers with high quality goods. The Procurement officers have however heard some rumours concerning the financial stability of two of their top suppliers.

**Required**

a) Discuss five sourcing approaches that could be used by MAPATO to source safety products and

materials from suppliers more effectively (10 marks)

b) What are some of the actions that Procurement Officers could take during the process of selecting suppliers in order to balance commercial and technical quality award criteria when selecting suppliers (5 marks)

c) What are five signs that the Procurement Officer could look for as indicators of suppliers in financial trouble? (5 marks)

d) Discuss five sources that the Procurement officer could use in order to obtain reliable information concerning the financially troubled suppliers (10 marks)

**QUESTION TWO (20 MARKS)**

a) It is critical to break down the overall strategy of the organization into smaller, more manageable strategies that are able to get to the lowest levels of the organisation. Discuss the three levels of strategy in an organization (10 marks)

b) Examine the differences between strategy Formulation and Strategy Implementation (10 marks)

**QUESTION THREE (20 MARKS**)

a) Discuss six components of strategic chain management (12 marks)

b) Explicate the principles of strategic chain management (8 marks)

**QUESTION FOUR (20 MARKS)**

Evaluate five emergent Procurement strategies (20 marks)

**QUESTION FIVE (20 MARKS)**

a) Discuss the benefits of an eProcurement system (10 marks)

b) Appraise the challenges of a globalized supply chain system (10 marks)