

**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 DEVELOPMENT STUDIES**

**HPS 2101: PRINCIPLES OF PROCUREMENT**

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

**INSTRUCTIONS: ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS.**

QUESTION ONE (COMPULSORY) (30 MARKS)

a. What is procurement? (2 marks)

b. What are the ethical principles for effective procurement in public and private organizations. (8 marks)

c. Explain any elaborate on any methods of specifications. (6 marks)

d. Describe the elements of the procurement process. (6 marks)

e. Explain any four sources of supplier information. (8 marks)

QUESTION TWO

a. Write notes on the ‘R’’’ of purchasing. (10 marks)

b. What are the criteria for supplier selection and evaluation? (10 marks)

QUESTION THREE

a. Although the description of desired materials specifications constitute one of the best known of all methods employed, there are limitations.

 Analyze the limitations involved in using specifications. (10 marks)

b. What is the significance of quality control and quality assurance to an organization.

 (10 marks)

QUESTION FOUR

a. Evaluate the phases of the negotiations process. (10 marks)

b. Assess any five pricing strategies in the organization. (10 marks)