

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

**JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS 2018/2019**

SPECIAL/ SUPPLEMENTARY EXAMINATION FOR THE DEGREE OF BACHELOR

**HDS 2413: PROCURING FOR DEVELOPMENT**

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

INSTRUCTIONS:

**QUESTION ONE: 20 MARKS**

a. Examine the key concepts that relates to procurement. (10 marks)

b. Why do people procure? (5 marks)

c. Explain the key decisions that influence the procurement process. (15 marks)

**QUESTION TWO: 20 MARKS**

Discuss the concept the negotiation in relation to procurement and examine why negotiations are important.

**QUESTION THREE: 20 MARKS**

The key in procurement process is identifying the right suppliers. How do we identify the right suppliers from the many?

**QUESTION FOUR: 20 MARKS**

What constitutes the procurement process? Explain

**QUESTION FIVE: 20 MARKS**

a. Examine the various methods or techniques that organizations use to pay their suppliers and when do suppliers get paid? (12 marks)

b. What are the rights that both parties in procurement are entitled to?(8 marks)