



MUEO

MOI UNIVERSITY

**OFFICE OF THE DEPUTY VICE CHANCELLOR, ACADEMIC
AFFAIRS, RESEARCH & EXTENSION
UNIVERSITY EXAMINATIONS
2023/2024 ACADEMIC YEAR**

**END OF SEMESTER EXAMS
FOR THE DEGREE OF
BACHELOR OF BUSINESS AND ECONOMICS**

EXAM CODE: BBM 222

COURSE TITLE: PRINCIPLES OF PURCHASING & SUPPLY

DATE: 14TH DECEMBER 2023

TIME: 9.00AM-12 PM

INSTRUCTION TO CANDIDATES

➤ SEE INSIDE.

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BBM 222: PRINCIPLES OF PURCHASING & SUPPLIES MANAGEMENT

Instructions; Answer Question ONE and ANY other THREE

QUESTION ONE

- a) Differentiate between Purchasing, Procurement, Supply Chain, and explain the role of procurement function in organizations **(10 Marks)**
- b) Explain the alternative Procurement methods commonly used by the public procuring entities **(10 Marks)**
- c) Electronic procurement ensures automation of procurement processes and reduces irregularities that arise from manual procedures. In view of this, give examples of procurement processes that can be automated and the overall benefits of E- procurement in organizations **(10 Marks)**

QUESTION TWO

Negotiation is a fact of life, everyone negotiates something every day, in particular those involved with the procurement function. Discuss (10 Marks)

QUESTION THREE

- a) Explain what is supplier management and the highlight the different types of supplier relationships **(6 Marks)**
- b) Organizations ought to carry out periodic supplier evaluation, elucidate **(4 Marks).**

QUESTION FOUR

- a) Explain the purchasing process in context of Kenya's Public procuring entities **(7 Marks).**
- b) Organizations should work towards product and process quality in their procurement processes, discuss **(3 Marks).**

QUESTION FIVE

- a) Inventory management aims to reduce costs and simultaneously improve service. Discuss **(6 Marks).**
- b) Explain the ethical issues faced by supply chain practitioners and suggest how they can be addressed **(4 Marks)**