



MUEO

MOI UNIVERSITY

**OFFICE OF THE DEPUTY VICE CHANCELLOR, ACADEMIC AFFAIRS,
RESEARCH & EXTENSION**

**UNIVERSITY EXAMINATIONS
2016/2017 ACADEMIC YEAR**

**FOR THE DEGREE OF BACHELOR OF
BUSINESS MANAGEMENT**

EXAM CODE: BBM 222

COURSE TITLE: PRINCIPLES OF PURCHASING

DATE: 14TH DECEMBER, 2016 TIME: 9.00AM – 12.00NOON

INSTRUCTIONS TO THE CANDIDATES

PLEASE TURN OVER

BBM 222 PRINCIPLES OF PURCHASING AND SUPPLIES MANAAGEMENT

Instructions: Answer Question One And Any Other Three Questions

Question One

a). With aid of relevant examples ,discuss major contributions of purchasing and supplies management in today's organization. *Quality*

(15 Marks)

b). Discuss factors that have led to the paradigm shift in purchasing and supplies. *Operational resources are shared with other functions group!*

(10 Marks)

Question Two

Explain how to undertake a supplier appraisal process and demonstrate the key areas to scrutinize as you assess a potential supplier. *Procurement 1. globalization 2. industrial growth 3. Technology 4. competition 5.*

(15 Marks)

Question Three

Define negotiation and with relevant examples, explain six techniques of resolving deadlocked negotiations.

(15 Marks)

Question Four

Using elaborate examples, discuss five the merits of early supplier involvement in ensuring purchasing achieves a competitive advantage. *One question*

(15 Marks)

Question Five

You have been given the task of carrying out a purchasing management audit. Explain five contents of purchasing that would be of interest to you as you fulfill your task.

(15 Marks)

Question Six

With the help of elaborate examples, discuss four measures of curtailing the threat of procurement fraud. *Financial Policy - Evaluation criteria - specifications*

(15 Marks)