



Riara School of Business
Nurturing business innovators

JANUARY –APRIL 2023 TRIMESTER 1
EXAMINATIONS FOR BACHELOR OF BUSINESS ADMINISTRATION
DAY/EVENING PROGRAMME
RBA 306: PROCUREMENT MANAGEMENT

DATE: 3RD APRIL, 2023
HOURS

TIME: 2

SPECIAL INSTRUCTIONS

1. Write your REGISTRATION NO. Clearly on the answer booklet(s).
2. Answer Question One and ANY other TWO questions.
3. Questions in all sections should be answered in answer booklet(s)
4. PLEASE start the answer to EACH question on a NEW PAGE.
5. For the questions, write the number of the question on the answer booklet(s) in the order you answered.
6. Write on both sides of each leaf and indicate number of each question at the top of each page.
7. Write the answers in a paragraph form unless stated otherwise.
8. Marks allocated to each question are shown at the end of the question.
9. All rough work must be done on the answer booklet and crossed through!
10. Use supplementary pages only when you have exhausted those in this book.
11. Fasten the supplementary pages to the inside back cover of this booklet.

QUESTION ONE: COMPULSORY (30 MARKS)

- a) Clarify **FIVE** general principles of public procurement management (5 marks)
- b) Assess **FIVE** emerging trends in the business world that have led to increased interest in the field of Procurement and Supply Chain Management (10 marks)
- c) Assume you have been directed by your organization to lead a negotiation team. Suggest **FIVE negotiation** tactics/ ploys for your team to use, citing advantages and disadvantages of each. (10 marks)
- d) Assess **FIVE** types of tenders found in public procurement sector (5 marks)

QUESTION TWO

- a) Evaluate the interrelationship of procurement with other organizational functions and how this affects organizational performance positively or negatively (10 marks)
- b) Clarify **FIVE** objectives of a public procurement system (10 marks)

QUESTION THREE

The application of E-procurement system in Kenya's procurement sector has eliminated some of the challenges in this sector. Clarify **FIVE** remedies provided by this system (10 marks)

- a) Evaluate **FIVE** areas of differences between public and private procurement (10 marks)

QUESTION FOUR

- a) Evaluate the **EVOLUTION** of public procurement in Kenya (10 marks)

Assess why strategic sourcing has become increasingly important in the 21st century. Strategic global sourcing is defined as the integration and co-ordination of purchasing requirements among world-wide business units, looking at common items, process technologies and suppliers. In respect to global sourcing; highlight:

- b) **FIVE** reasons for global sourcing. (5 marks)

c) **FIVE** problems in global sourcing.
marks)

(5