



Riara School of Business

Nurturing business innovators

JANUARY – APRIL 2023 TRIMESTER

**EXAMINATIONS FOR DIPLOMA IN PROCUREMENT AND SUPPLY CHAIN
MANAGEMENT DAY PROGRAMME**

RBP 011: PROCUREMENT PRACTICE AND TECHNIQUES

DATE: 5TH APRIL 2023

TIME:

2 HOURS

GENERAL INSTRUCTIONS:

Students are NOT permitted to write on the examination paper during reading time.

This is a closed book examination. Text book/Reference books/notes are not permitted.

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) Outline *FIVE(5)* main objectives of procurement function in an organization (5 marks)
- b) Highlight the *FIVE(5)* main elements of a valid procurement contract in Kenya (5 marks)
- c) Discuss the *FIVE (5)* main types of conflict management in a procurement negotiation process. (10 marks)
- d) State and explain *FIVE (5)* main principles that drives the philosophy of Total Quality Management (10 marks)

QUESTION TWO

- a) Discuss *FIVE (5)* conditions that may necessitate a discharge of a contract. (10 marks)
- b) Procurement/purchasing is a discipline that is viewed in various perspective from an organizational point of view. Explain the *FIVE (5)* various perspectives of procurement (10 marks)

QUESTION THREE

- a) One of the critical decisions in procurement involve make or buy decision. Discuss *FIVE (5)* main factors that may prompt an organization to buy externally as opposed to making in-house (10 marks)
- b) Quality is a key consideration when procuring goods, services and works to ensure conformity with the stated specifications. Explain *FIVE (5)* dimensions of quality (10 marks)

QUESTION FOUR

- a) Identify and explain *FIVE (5)* emerging issues in the practice of procurement and supply chain today (10 marks)
- b) Discuss *FIVE (5)* attributes of collaborative negotiation as applied in procurement to reach an amicable decision between suppliers and buyers. (10 marks)