

**CHUKA**



**UNIVERSITY**

**UNIVERSITY EXAMINATIONS**

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF  
PROCUREMENT AND LOGISTICS MANAGEMENT**

**BPLM 313: PROCUREMENT MANAGEMENT**

**STREAMS: BPLM (ODEL)**

**TIME: 2 HOURS**

**DAY/DATE: WEDNESDAY 21/07/2021**

**5.00 P.M. – 7.00 P.M.**

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**INSTRUCTIONS:**

- **Attempt Q1 and any other TWO.**

- Q1. (i) Discuss the main objectives of public procurement using relevant examples. (10 marks)
- (ii) Discuss the application of the following procurement methods
- (a) Direct procurement (5 marks)
- (b) Request for proposal (5 marks)
- (iii) Discuss the importance of procurement plan using the main content of the same. (10 marks)
- Q2. (i) Enumerate the effects of Dimensions of quality in relation to maximizing customers satisfaction. (10 marks)
- (ii) Discuss the two major styles of negotiation in procurement and their respective characteristics (five of each). (10 marks)
- Q3. (i) Discuss any five advantages and demerits of global sourcing. (10 marks)
- (ii) Discuss any five examples of buyers and supplies related fraud in procurement. (10 marks)
- Q4. (i) Emulate the effects of e-procurement and how e-procurement enhances procurement performance. (10 marks)
- (ii) Write short notes on the following Incoterms
- (a) Ex-works (named place). (5 marks)
- (b) DDP (named destination place). (5 marks)
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