



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY
SCHOOL OF BUSINESS & ECONOMICS
UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS
ADMINISTRATION WITH IT
4TH YEAR 2ND SEMESTER 2016/2017 ACADEMIC YEAR
KISII CAMPUS-PART TIME

COURSE CODE: ABA 335

COURSE TITLE: PROCUREMENT AND SUPPLY CHAIN (THEORY AND PRACTICE).

EXAM VENUE:

STREAM: (BBA)

DATE:

EXAM SESSION:

TIME: 2 HOURS

Instructions:

1. Answer Question ONE (COMPULSORY) and ANY other 2 questions
2. Candidates are advised not to write on the question paper.
3. Candidates must hand in their answer booklets to the invigilator while in the examination room.

QUESTION ONE

- a) In the recent times the title supply chain management and procurement management have been used interchangeably by organisations. While giving a definition of each discuss the distinction between the two terms. (10 Marks)
- b) Identify and explain the functions of supply chain management function in a typical organisation. (10 Marks)
- c) Discuss the benefits that would accrue to an organisation that embraces supply chain management function. (10 Marks)

QUESTION TWO.

- a) Identify and explain the FOUR flows of a Supply Chain. (10 marks)
- b) Negotiation is an important tool used by procurement managers to secure contracts on favourable terms. Identify circumstances that may necessitate the use of this technique. (10 Marks)

QUESTION THREE

- a) Write short notes on the following procurement concepts.
 - i. Material management
 - ii. Logistics management (8 Marks)
- b) Highlight the selection procedure that may be adopted by a firm in selecting its suppliers (6 Marks)
- c) Outline the advantages of a decentralised procurement structure (6 Marks)

QUESTION FOUR

- a) The concept of 'right quality' is one of the fundamental objective of buyers during the procurement process. Discuss THREE methods that are applied in controlling quality. (10 Marks)
- b) Explain why an organisation may choose to outsource some of its key functions. (10 Marks)

QUESTION FIVE.

a) Procurement is seen by many of today's successful organisations as an activity of considerable strategic importance. Discuss the reasons behind this shift in importance and recognition of procurement.

(12 Marks)

b) Outline the role of cross functional teams in the purchasing organisation structure

(8 Marks)