



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 445

COURSE TITLE: STRATEGIC PROCUREMENT MANAGEMENT

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) Describe how an organisation can apply the BCG matrix in strategic purchasing and supply management (12 marks)
- b) Strategic purchasing has evolved through different stages. Identify these stages highlighting the characteristics of each stage. (10 marks)
- c) Outline the factors that may influence the choice of purchasing strategy for a firm (8 marks)

QUESTION TWO.

- a) An organisation's mission statement provides its unified purpose of existence. Discuss its implication on strategic procurement management. (12 marks)
- b) Briefly explain the significance of a vision statement in strategy formulation process. (8 marks)

QUESTION THREE.

- a) Define the term strategic sourcing. (2 marks)
- b) Define partnership sourcing and highlight the three levels of partnering. (10 marks)
- c) Discuss Rumelt's Four principles of strategy evaluation. (8 marks)

QUESTION FOUR

- a) Explain Novack and Simco eleven stage sourcing process (12 marks)
- b) Define the term outsourcing and explain the reasons why a firm would prefer this strategy in sourcing process. (8 marks)

QUESTION FIVE

- a) Integration strategies have been commonly used by firms as growth strategies in the market where they operate. Discuss how both backward and forward integration can be adopted as a purchasing and supply strategies. (15 marks)
- b) Distinguish the terms sub-contracting and outsourcing. (5 marks)