



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

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**COURSE CODE:** ABA 335

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

**EXAM VENUE:**

**STREAM:** (BBA )

**DATE:**

**EXAM SESSION:**

**TIME:** 2 HOURS

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**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)