



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY
SCHOOL OF BUSINESS AND ECONOMICS
UNIVERSITY EXAMINATION FOR THE DEGREE OF DIPLOMA IN
BUSINESS ADMINISTRATION WITH IT
1ST YEAR 2ND SEMESTER 2017/2018 ACADEMIC YEAR
NAIROBI CAMPUS

COURSE CODE: BBM 2124

COURSE TITLE: PRINCIPLES OF PROCUREMENT

EXAM VENUE:

STREAM :(DBA)

DATE:

EXAM SESSION:

TIME:

Instructions:

- 1. Answer Question 1 (compulsory) and ANY other two 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) Define Procurement and state two ways by which organizations do their procurement in everyday practice. (6 marks)
- (b) The supply chain is broadly divided into three main flows. Identify and explain each of the three. (6 marks)
- (c) Explain the following terms as used in the supply chain:
- i. Bidding
 - ii. Reference check
 - iii. Reverse logistics
 - iv. Supply chain management (8 marks)
- (d) Explain any five advantages of outsourcing to an organization (10 marks)

QUESTION TWO

Discuss the procurement process in an organization (20 marks)

QUESTION THREE

What is the strategic Role of a purchaser in an organization? (20 marks)

QUESTION FOUR

Supplier selection is quite complex in major organizations. Discuss the supplier screening process. (20 marks)

QUESTION FIVE

- (a) Discuss the main factors influencing successful outsourcing in the supply chain. (10 marks)
- (b) Identify the key areas covered by the supply chain (10 marks)