

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)