



GARISSA UNIVERSITY COLLEGE

(A Constituent College of Moi University)

**UNIVERSITY EXAMINATION 2016/2017 ACADEMIC YEAR TWO
SECOND SEMESTER EXAMINATION**

SUPPLEMENTARY/SPECIAL EXAMINATION

SCHOOL OF BUSINESS AND ECONOMICS

FOR THE DEGREE OF BACHELOR OF BUSINESS MANAGEMENT

COURSE CODE: BBM 228

COURSE TITLE: INTRODUCTION TO PURCHASING AND SUPPLIES

EXAMINATION DURATION: 3 HOURS

DATE: 27/09/17

TIME: 09.00-12.00 PM

INSTRUCTION TO CANDIDATES

- **The examination has SIX (6) questions**
- **Question ONE (1) is COMPULSORY**
- **Choose any other THREE (3) questions from the remaining FIVE (5) questions**
- **Use sketch diagrams to illustrate your answer whenever necessary**
- **Do not carry mobile phones or any other written materials in examination room**
- **Do not write on this paper**

This paper consists of TWO (2) printed pages

Supplementary / special exam

1

please turn over

Good Luck – Exams Office



QUESTION ONE (COMPULSORY)

- (a) Discuss the benefits of Supplier Relationship Management to an organization [10 marks]
- (b) Define green procurement and outline key areas in which organizations can achieve green procurement [10 marks]
- (c) Explain the key challenges facing the implementation of green procurement in Kenya [5 marks]

QUESTION TWO

- (a) Discuss the five basic principles of purchasing and their application in the purchasing process [10 marks]
- (b) Name any five documents used in purchasing and supplies. [5 marks]

QUESTION THREE

- (a) Define specification and explain four methods of specifications used in purchasing [5 marks]
- (b) Briefly explain the procurement process [10 marks]

QUESTION FOUR

Electronic procurement ensures automation of procurement processes and reduces irregularities that arise from manual procedures. In view of this, give examples of procurement processes that can be automated and the overall benefits and advantages of E- procurement in and organization [15 marks]

QUESTION FIVE

- (a) Lean manufacturing is essentially aimed at continuous improvement. Many firms are adopting this strategy in order to gain cost competitive leadership. Discuss five areas that an organization needs to tap in order to achieve lean manufacturing [10 marks]
- (b) Define EDI and briefly highlight how it operates [5 marks]

QUESTION SIX

- (a) Explain the major business transformations in purchasing and supply chain management [7 marks]
- (b) Outline the advantages of effective management of the purchasing function [8 marks]

