



GARISSA UNIVERSITY COLLEGE

(A Constituent College of Moi University)

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

SUPPLEMENTARY/SPECIAL EXAMINATION

**SCHOOL OF BUSINESS AND ECONOMICS
FOR THE DEGREE OF BACHELOR OF BUSINESS MANAGEMENT**

COURSE CODE: BBM 342

COURSE TITLE: NEGOTIATION IN PROCUREMENT

EXAMINATION DURATION: 3 HOURS

DATE: 25/09/17

TIME: 2.00-5.00 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) Dispute arises between the buyer and supplier. Describe the negotiation process to be followed in order to settle the matter **[10 marks]**
- (b) Discuss four styles that can be adopted for effective communication in negotiation. **[6 marks]**
- (c) What do you understand by the term contract negotiation **[3 marks]**
- (d) Clearly explain four roles of a team leader in negotiation **[6 marks]**

QUESTION TWO

- (a) Describe salient features of a distributive model **[10 marks]**
- (b) Briefly explain the guidelines to integrative bargaining **[5 marks]**

QUESTION THREE

- (a) Critically analyze five negotiation strategies applied in contemporary procurement department **[10 marks]**
- (b) Distinguish between a strategy and tactic in relation to negotiation .Give two types of negotiation tactics **[5 marks]**

QUESTION FOUR

- (a) A successful negotiator has certain outstanding characteristics. Discuss five such qualities **[10 marks]**
- (b) Highlight the main roles played by members of a negotiating team in negotiation **[5 marks]**

QUESTION FIVE

- (a) Elaborate the need and importance of negotiation in business organization. **[10 marks]**
- (b) Describe the RADPAC model of negotiation **[5 marks]**

QUESTION SIX

Discuss the planning for contract negotiation in relation to:

- i. Public context **[8 marks]**
- ii. Private context **[7 marks]**

