****

**GARISSA UNIVERSITY**

**UNIVERSITY EXAMINATION 2017/2018 ACADEMIC YEAR THREE**

**THIRD SEMESTER EXAMINATION**

**SCHOOL OF BUSINESS AND ECONOMICS**

**FOR THE DEGREE OF BACHELOR OF BUSINESS MANAGEMENT**

**COURSE CODE: BBM 340**

**COURSE TITLE: PURCHASING MANAGEMENT**

**EXAMINATION DURATION: 3 HOURS**

**DATE: 07/08/18 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 *please turn over***

**QUESTION ONE (COMPULSORY)**

1. Define the following :
2. Single sourcing **[2 marks]**
3. Multiple sourcing **[2 marks]**
4. Describe the objectives of public procurement **[5 marks]**
5. State and explain the nature of procurement **[6 marks]**
6. Discuss ways in which procurement relationships can be expressed **[10 marks]**

**QUESTION TWO**

1. Describe some of the principles of good procurement **[5 marks]**
2. Discuss some of the factors to consider when planning international purchasing **[10 marks]**

**QUESTION THREE**

Supplier’s appraisal is situational. What to appraise is related to the requirements of the particular purchaser. All appraisals should however, evaluate potential suppliers from different perspectives. Discuss **[15 marks]**

**QUESTION FOUR**

Different organizations use different kind of structures in their governance. Critically discuss this statement **[15 marks]**

**QUESTION FIVE**

1. Describe the difference between the win-lose and win-win negotiation  **[5 marks]**
2. Discuss the main stages that are involved in acquiring goods from prospective suppliers **[10 marks]**

**QUESTION SIX**

1. Discuss the eight dimensions of quality  **[8 marks]**
2. Explain the advantages and disadvantages of international sourcing **[7 marks]**