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**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 342**

**COURSE TITLE: NEGOTIATION IN PROCUREMENT**

**EXAMINATION DURATION: 3 HOURS**

**DATE: 09/08/18 TIME: 09.00-12.00 PM**

**INSTRUCTION TO CANDIDATES**

* **The examination has FIVE (5) questions**
* **Question ONE (1) is COMPULSORY**
* **Choose any other THREE (3) questions from the remaining FOUR (4) 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. Explain the benefits of conducting debriefing after the negotiations are concluded **[5 marks]**
2. Explain the factors that may facilitate negotiation integration  **[5 marks]**
3. Describe five objectives of purchasing negotiations  **[5 marks]**
4. Explain the various tactics as identified by fisher and Ury that organization used to create value in negotiation  **[10 marks]**

**QUESTION TWO**

1. Compare and Contrast between collaborative and adversarial approaches to negotiation  **[10 marks]**
2. Discuss Five effective strategies an organization can applied in Negotiation Process  **[5 marks]**

**QUESTION THREE**

1. Explain THREE factors a buying organization might consider when establishing its bargaining position in relation to a supplier  **[5 marks]**
2. Discuss the issues that negotiating parties should consider at the pre-negotiation stage to ensure the success of the negotiation process  **[10 marks]**

**QUESTION FOUR**

1. Discus main element or Consideration when preparing negation  **[10 marks]**
2. Differentiate between Strategy and Tactics application in negation Process **[5 marks]**

**QUESTION FIVE**

1. Discuss the negotiation process to be followed in order to add values in Procurement **[10 marks]**
2. Discuss how effective listening skills could improve the process of negotiation **[5 marks]**

**QUESTION SIX**

1. Describe the following terms as used in negotiation process  **[10 marks]**
2. Batna
3. Want
4. Negotiator Position
5. Need
6. Negotiator Interest
7. Explain the sources of Power in Negotiation  **[5 marks]**