



Kasarani Campus  
Off Thika Road  
Tel. 2042692 / 3  
P. O. Box 49274, 00100  
NAIROBI  
Westlands Campus  
Pamstech House  
Woodvale Grove  
Tel. 4442212  
Fax: 4444175

**KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2018/2019 ACADEMIC YEAR**  
**DIPLOMA IN PROCUREMENT AND SUPPLIES MANAGEMENT**  
**DPS 1302- PURCHASING MANAGEMENT**

Date:  
Time:

**INSTRUCTIONS TO CANDIDATES**

**ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS**

**QUESTION ONE (30 MARKS)**

- a) State five objectives of purchasing department in an organization (5 Marks)
- b) Explain five scenarios of differentiating between needs and wants when purchasing goods from external suppliers (5 Marks)
- c) State five purchasing ethics principles that a procurement officer should uphold and adhere to (5 Marks)
- d) Explain five ways of ensuring that a purchasing company gets quality and value for money in supply chain functions (5 Marks)
- e) Outline five skills that a purchasing officer should develop to have good negotiation skills in procurement bargaining processes (5 Marks)
- f) Explain five Information Technology applications in purchasing and supply chain (5 Marks)

**QUESTION TWO (20 MARKS)**

- a) Discuss five importance of an effective purchasing process in an organization (10 Marks)
- b) Discuss five impact of purchasing management process in an organization (10 Marks)

**QUESTION THREE (20 MARKS)**

- a) Discuss five factors that have led to the rapid growth of enterprise resource planning in organizations today (10 Marks)
- b) Discuss practical applications of enterprise resource planning in various functional areas in an organization (10 Marks)

**QUESTION FOUR (20 MARKS)**

- a) Explain five supplier assessment and evaluation methods in purchasing management (10 Marks)
- b) Discuss five cost reduction strategies in purchasing and procurement operations in supply chain management (10 Marks)

**QUESTION FIVE (20 MARKS)**

- a) Ethics and professionalism in procurement is such important. As a procurement and purchasing personnel, explain five ways of maintaining the highest standard of integrity in business functions (10 Marks)
- b) Discuss five disadvantages of an organization involving itself in competitive tendering process (10 Marks)