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KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATION, 2022/2023 ACADEMIC YEAR
FOR THE CERTIFICATE IN PROCUREMENT AND SUPPLY CHAIN
MANAGEMENT
CPS 019- PRACTICE AND TECHNIQUES IN PURCHASING

Date: 7th December 2022
Time: 2:30pm-4:30pm

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE (30 MARKS)

Practice and Technologies are the applicable skills and knowledge that once utilized, growth is generally experienced in an organization.

- a) List down two functions of the Purchasing and supply function in an organization. (4 Marks)
- b) Explain the meaning of "Effective procurement" in supply chain management (3 Marks)
- c) State what is a good price in relation to acquisition of goods and services. (3 Marks)
- d) Highlight what customer satisfaction represents. (3 Marks)
- e) Elaborate what customer delightment is in relation to customer service. (2 Marks)
- f) What is Quality in relation to acquisition of products. (3 Marks)
- g) State what is sourcing in purchasing and supply function. (3 Marks)
- h) Elaborate the meaning of the term Outsourcing in purchasing and supply management. (3 Marks)
- i) Highlight what the JIT concept represents. (4 Marks)

QUESTION TWO (20 MARKS)

- a) Discuss two objectives of the purchasing function. (4 Marks)
- b) Relationships is a key factor to consider in modern purchasing and supply activities. Discuss the concept of the SILO Syndrome. (8 Marks)
- c) List down Two well explained merits of positive relationships in an organization set up. (4 Marks)

QUESTION THREE (20 MARKS)

- a) FIFO is a well-known costing method of materials. With one relevant example elaborate what the method entails. (4 Marks)
- b) Materials specification is a vital aspect of purchasing and supply successful performance. Discuss two methods that customers may use to specify on their needs and wants. (8 Marks)
- c) Explain two factors that will influence the decision to either make or buy in an organization (8 Marks)

QUESTION FOUR (20 MARKS)

- a) As much as outsourcing is a key function in purchasing and supply department, list down three Demerits of this practice. (4 Marks)
- b) Receiving of materials is a critical activity that may generate value if done well or generate loses if not professionally conducted. Discuss Four areas or factors that may be cleared during materials receiving stage. (8 Marks)
- c) Discuss Four documents that are used in materials movement and handling. (8 Marks)

QUESTION FIVE (20 MARKS)

- a) Purchasing and supply activities depend on one critical initial activity that will trigger the purchasing activities to satisfy the customer. State the factor or situation that triggers purchasing. (4 Marks)
- b) With two examples, discuss what the term green issues represents in the business world today. (8 Marks)
- c) Ethics are a worldwide consideration in conducting businesses. With two examples, state what Ethics are. (8 Marks)