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**KIRIRI WOMEN'S UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2022/2023 ACADEMIC YEAR**  
**DIPLOMA SPECIAL EXAMS**

**DBA 016-PRINCIPLES OF PURCHASING**

Date:1<sup>st</sup> August 2022

Time:8.30am-10.30am

**INSTRUCTIONS TO CANDIDATES**

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

**QUESTION ONE COMPULSORY (30 MARKS)**

- a) Explain the functions of purchasing (10 Marks)
- b) Discuss the five essentials of purchasing (10 Marks)
- c) Explain any five determinants of demand in the market (10 Marks)

**QUESTION TWO (30 MARKS)**

- a) Explain any five effects of the pricing principles in purchasing (10 Marks)
- b) Discuss how an organization can deal with threats and opportunities from the environment (10 Marks)

**QUESTION THREE (20 MARKS)**

- a) Explain how macro environment influence purchasing. (10 Marks)
- b) Discuss the importance of strategic purchasing to an organization (10 Marks)

**QUESTION FOUR (20 MARKS)**

- a) Explain the duties and responsibilities of Local Sourcing Team in an organization (10 Marks)
- b) Discuss any five factors influencing the price determination of products (10 Marks)

**QUESTION FIVE (20 MARKS)**

- a) Discuss the core group of purchasing strategies that most of organizations implement (10 Marks)
- b) Explain any five approaches to corporate responsibility of purchasing by organizations (10 Marks)