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**KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2019/2020 ACADEMIC YEAR**  
**FIRST YEAR, SECOND SEMESTER EXAMINATION**  
**FOR THE DEGREE OF BACHELOR OF SCIENCE**  
**BUSINESS ADMINISTRATION**

**Date: 19<sup>th</sup> August, 2019**  
**Time: 9.00am – 11.00am**

**KPS 100: PRINCIPLES OF PURCHASING**

**INSTRUCTIONS TO CANDIDATES**

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

**QUESTION ONE (30 MARKS)**

- a) Procurement profession of late has received a lot of criticism regarding its poor performance, mandates, prevailing culture and overall execution of its core mandate. As an upcoming young professional in procurement, what do you suggest should be the solutions to the challenges facing procurement profession and its image. **(5 Marks)**
- b) Expound FOUR importance of a purchasing department in an organization. **(4 Marks)**
- c) Explain the importance of green purchasing in today's modern procurement organizations. **(3 Marks)**
- d) explain THREE advantages of ethical sourcing within an organization. **(3 Marks)**
- e) Discuss the concept of total quality management for an organization in the performance of its acquisition functions. **(3 Marks)**
- f) Discuss the impact of need analysis in purchasing management in an organization. **(3 Marks)**
- g) Differentiate between domestic sourcing from international sourcing. **(4 Marks)**
- a) State three benefits of Request for Quotations as a purchasing method. **(3 Marks)**
- b) What is the meaning of the term supplier base rationalization. **(2 Marks)**

**QUESTION TWO (20 MARKS)**

- a) Discuss SIX core functions for the establishment of public procurement disposal act rules and regulations of 2016 (PPDA) in Kenya. **(6 Marks)**
- b) Discuss SEVEN challenges of keeping and maintaining only one supplier for your organization. **(7 Marks)**
- c) Discuss SEVEN principles of ethical sourcing within an organization. **(7 Marks)**

**QUESTION THREE (20 MARKS)**

- a) Describe the procurement process when purchasing goods, works and services for a government institution. **(10 Marks)**
- b) Why is specifications development important before procurement of organizations materials. **(5 Marks)**
- c) Discuss FIVE skills a procurement officer is required to develop in his/her career to be able to dispense duties professionally . **(5 Marks)**

**QUESTION FOUR (20 MARKS)**

- a) Discuss FIVE advantages of decentralized purchasing in an organization. **(5 Marks)**
- b) Discuss FIVE advantages of global purchasing in organizations. **(5 marks)**
- c) Discuss FIVE strategies of undertaking a price analysis when procuring goods, works and services for an organization. **(10 Marks)**

**QUESTION FIVE (20 MARKS)**

- a) Explain the major FIVE rights in purchasing and supplies management. **(5 Marks)**
- b) Discuss SEVEN benefits of open tendering method in procurement and supplies management. **(7 Marks)**
- c) Discuss EIGHT tools of doing supplier evaluation process in supply chain management. **(8 Marks)**