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**KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2021/2022 ACADEMIC YEAR**  
**YEAR ONE, SECOND SEMESTER EXAMINATION**  
**CERTIFICATE IN PROCUREMENT AND SUPPLIES MANAGEMENT**  
**CPS 019 PRACTICES AND TECHNIQUES OF PURCHASING**  
**EXAM TYPE: MAIN EXAM**

**INSTRUCTIONS TO CANDIDATES**

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

**QUESTION ONE**

- a) Explain five functions of physical distribution in supply chain management. (5 marks)
- b) Explain five documents used in receiving and inspection of goods in purchasing management.  
(5 marks)
- c) Highlight three Benefits of Purchase Orders in a purchasing organization. (3 marks)
- d) Explain five Importance of Purchasing Function to organizations in Kenya today.(5 Marks)
- e) State four objectives of pricing materials of supply chain entities. (4marks)
- f) Examine four emerging issues in purchasing functionalities in supply chain organizations.  
(4 marks)
- g) Explain briefly the process of sourcing you would use as a procurement officer. (4 marks)

**QUESTION TWO**

- a) Purchasing department cannot function on its own. Bringing on board both perspectives, discuss the relationship between purchasing department and other departments in supply chain organizations. (8 marks)

- b) KWUST intends to purchase commodities to be used by departments in the course of the semester. Briefly discuss the four main types of purchase orders that the procurement officer would use. (8 marks)
- c) Specification is super important before a purchase is made. Highlight at least four ways in which specification can be described (4 marks)

### **QUESTION THREE**

- a) Achieng wishes to purchase commodities for Beverage Company. To do so, she is guided by some objectives set by the organization. Discuss the objectives in relation to the mentioned company. (4 marks)
- b) As a procurement officer, explain four reasons on how specification is very important to an organization. (8marks)
- c) Discuss four methods that can be used by a company of your choice when purchasing materials for its organization. (8 marks)

### **QUESTION FOUR**

- a) Pricing is core to any organization. Explain the importance of determining prices of materials for a purchasing company. (4 marks)
- b) Explain the factors that influence the choice of distribution channels in supply chain.(10 marks)
- c) Discuss the methods used in pricing materials in supply chain management. (6marks)

### **QUESTION FIVE**

- a) Explain five factors influencing make or buy decision in a purchasing organization.(5 marks)
- b) Frida is a trader at Nairobi county and wishes to source for materials for her business. Explain to her four different types of sourcing methods she could use. (8 marks)
- c) Lulu wants to order materials to be used in her organization. Briefly highlight the process of ordering she would use. (7 marks)

