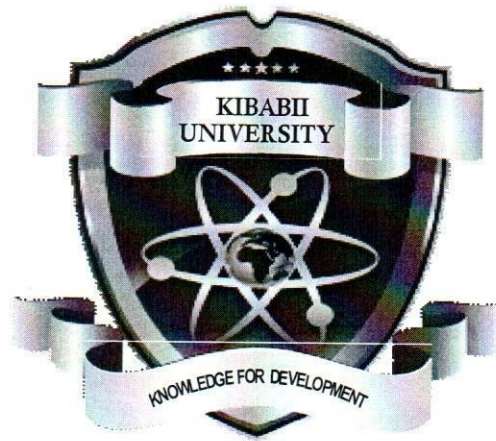


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KIBABII UNIVERSITY



UNIVERSITY EXAMINATIONS

2021/2022 ACADEMIC YEAR SECOND YEAR SECOND SEMESTER MAIN EXAMINATION

FOR THE DEGREE OF BACHELOR OF COMMERCE

COURSE CODE: BCP 221

**COURSE TITLE: PURCHASING AND SUPPLY
MANAGEMENT**

DATE: 08/09/2022

TIME: 2.00 – 4.00PM

INSTRUCTION TO CANDIDATES

- 1) The paper contains **FIVE** questions
- 2) Attempt **THREE** questions
- 3) Question **ONE** is Compulsory

TIME: 2 Hours

KIBU observes ZERO tolerance to examination cheating

QUESTION ONE

a) A key of the procurement process is the selection of suppliers. As the procurement manager of a company provide five non price criteria that should be used in the selection process of suppliers for materials needed in the production of some of the brands of clothes (10 marks)

b) Discuss the stages of a generic sourcing process, outlining the activities at each of these stages. (10 marks)

b) Explain the FIVE examples of ethical or unethical behaviour that could be addressed in an ethical code for procurement professionals (10 marks)

QUESTION TWO

a) Examine the circumstances in which an organisation might buy and hold items in stock rather than buying them only when needed (12 marks)

b) Evaluate TWO advantages and TWO disadvantages for a purchasing organisation of having a partnership relationship with a supplier (8 marks)

QUESTION THREE

a) Purchasing and supply Chain management differ in their focus and scope. Explain the focus and scope of purchasing and supply chain management as such pointing out the differences between purchasing and supply chain management (10 marks)

b) Analyze the reasons that may make benchmarking appropriate for measuring purchasing and supply performance (10 marks)

QUESTION FOUR

a) Explain any THREE of the '5 rights of procurement' including how each might be achieved. (10 marks)

c) Explain the benefits delivered to an organisation by an outsourced procurement function. (10 marks)

QUESTION FIVE

Explain the following terms in the context of purchasing

- a) Vendor rating
- b) Supplier Appraisal
- c) Supplier Assessment
- d) Supplier Development

(20 marks)