



**UNIVERSITY EXAMINATIONS
BCP 221- MAIN EXAMS**

2022/2023 ACADEMIC YEAR

SECOND YEAR SECOND SEMESTER

FOR THE DEGREE OF BACHELOR OF COMMERCE

COURSE CODE: BCP 221

COURSE TITLE: PURCHASING AND SUPPLY MANAGEMENT

DATE: 12/04/2024 **TIME: 9:00-11:00 AM**

INSTRUCTIONS TO CANDIDATES

Answer Question **ONE** (compulsory) **and ANY OTHER TWO** Questions

Candidates must hand in their answer booklets to the invigilator while in the examination room

Credit is given for eligibility, clarity and relevant examples

Question **ONE** is **30 marks** while Questions **2-5** carry **20 marks** each.

Clearly write your **Registration Number** on each answer sheet used

TIME 2 Hours

KIBU observes **ZERO** tolerance to examination cheating

QUESTION SECTION A

QUESTION ONE - CASE STUDY-COMPULSORY.

The application of purchasing and supply chain management paradigm depends various tools. Negotian is one such tool that is used to achieved supply chain objectives in the sourcing process. As a specific service department, building close working relationships with other departments is a requisite and an enabler to achieving organizational objectives. Although this concept has appreciated as ultimate solution to the creation of value for customers, it has been proved that it may not be suitable or appropriate for certain organizations, certain industries and certain products

QUESTION ONE.

- i) Define and explain three views of supply chain management **(5 marks).**
- ii) Demonstrate your understanding of the purchasing cycle process **(10 marks).**
- iii) Outline some of the departments that work closely with purchasing department in acquisition of requirements **(5 marks).**
- iv) Evaluate contingent approach to sourcing process **(10marks).**

QUESTIONS SECTION B

QUESTION TWO

- i) Assess the situation when open tender can be used in acquisition process **(10 marks).**
- ii) Explore objective of purchasing function in an organization **(10 marks)**

QUESTION THREE

- i) Identify the situations in which negotiations may used in sourcing process **(10 marks).**
- ii) Outline differences and similarities between public and private sectors purchasing objectives in acquisition of requirements **(10 marks)**

QUESTION FOUR

- i) Discuss the areas of mandatory concern in ethics in the sourcing process **(10 marks).**
- ii) The supply market is volatile necessitating the continuous supply market, explain why this is so **(10 marks).**

QUESTION FIVE

- i) Explain the conditions necessary for a buy decision in supply chain management **(10 marks).**
- ii) Justify the role of a specification in determining the acquisition process **(10 marks).**