



**STRATHMORE BUSINESS SCHOOL**  
**BACHELOR OF SCIENCE IN SUPPLY CHAIN AND OPERATIONS MANAGEMENT**  
**END OF SEMESTER EXAMINATION**  
**SCM 1204: PROCUREMENT OF GOODS, SERVICES AND WORKS**

**DATE:** Monday, 10<sup>th</sup> March 2025

**TIME:** 11:30 – 13:00

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**Instructions**

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.

**QUESTION ONE** **(30 MARKS)**

Rwathia Holdings is a regional manufacturer of plastic products for the East and South African market. This requires the company to procure their raw materials as well as services across international markets.

(a) As part of Rwathia Holding's management function, procurement for goods, services, and works is guided by principles/ tenets that provide a foundation for organizations to acquire necessary resources effectively and ethically. Discuss at least **FIVE** key principles/tenets applied by the company in procurement for goods, services and works. **(10 marks)**

(b) Procurement remains one key function within the company's supply chain department. Highlight in brief any **FIVE** differences between procurement and supply chain management. **(10 marks)**

(c) Like any other business, Rwathia Holding's procurement functions stands to be influenced by changing global trends that affect how businesses procure their goods, services or even projects. Discuss any **FIVE** current trends that may affect the company's procurement docket in the wake of changing global business dynamics. **(10 marks)**

**QUESTION TWO** **(15 MARKS)**

There are diverse procurement methods that firms may apply in their procurement processes. Discuss any **FIVE** methods that may be applied to procure goods, services or works.

**(15 marks)**

**QUESTION THREE****(15 MARKS)**

There are different approaches adopted by organization towards procurements of goods, services or even works, ranging from centralized to projects based procurement. Discuss any **FIVE** procurement structures that are applied by companies, giving any advantage derived from adopting this structure. **(15 marks)**

**QUESTION FOUR****(15 MARKS)**

Procurement as a supply chain function involves several stages, which can vary slightly depending on the organization, industry, and specific needs. Discuss any **FIVE** such stage, citing at least **ONE** activity undertaken during that stage. **(15 marks)**

**QUESTION FIVE****(15 MARKS)**

(a). Technology plays a vital role in the procurement of goods, services, and works in several ways. Discuss **FIVE** applications of technology in procurement of goods, services and works. **(10 marks)**

(b). Specifications development in supply chain management involves creating detailed descriptions of products or services that ensure consistent quality and performance across various stages of the supply chain. List any **FIVE** stages in specifications development adopted by companies. **(5 marks)**