



**STRATHMORE UNIVERSITY BUSINESS SCHOOL**  
**BACHELOR OF SCIENCE IN SUPPLY CHAIN AND OPERATIONS MANAGEMENT**  
**END OF SEMESTER EXAMINATION**  
**SCM 1203: PROCUREMENT OF GOODS, SERVICES AND WORKS**

**DATE: 4<sup>th</sup> December 2023**

**Time: 08:00-10:00**

**Instructions**

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

**QUESTION ONE (30 Marks)**

- a) Outline **THREE** objectives of the procurement function in an organisation. **(3 marks)**
- b) Explain **THREE** types of information that may be included in a procurement plan. **(3 marks)**
- c) Explain **THREE** advantages of centralized procurement structure. **(3 marks)**
- d) Describe **THREE** characteristics public procurement. **(3marks)**
- e) Highlight **THREE** purposes of specification development in an organisation. **(3 marks)**
- f) Explain **THREE** reasons that may necessitate an organization to procure its requirements from an overseas supplier. **(3 marks)**
- g) Identify **THREE** causes of unethical practices in the procurement process. **(3 marks)**
- h) Examine **THREE** reasons that may justify use of the direct procurement method for sourcing organisation suppliers. **(3 marks)**
- i) Outline **THREE** ways in which e-procurement system may enhance efficiency of operations in a procuring entity. **(3 marks)**
- j) Explain **THREE** types of leadership styles that may be adopted in the procurement function of an organization. **(3 marks)**

**QUESTION TWO (15 Marks)**

- a) Discuss **FIVE** benefits that a firm may derive from adopting collaborative sourcing strategy in its procurement operations. **(10 marks)**
- b) Explain **FIVE** principles which should guide procurement operations in an organization. **(5 marks)**

**QUESTION THREE (15 Marks)**

- a) As the Supply Chain Director of Triplet Enterprises, you have been tasked with the responsibility of recruiting consultants for an upcoming project. Describe the criteria you would apply in selecting such consultants. **(10 marks)**
- b) Examine **FIVE** reasons for reluctance to delegate by the procurement manager. **(5 marks)**

**QUESTION FOUR****(15 Marks)**

- a) Explain **FIVE** advantages of using open tendering as a method procurement in an organisation. **(10 marks)**
- b) Describe **FIVE** types of documents used in international procurement. **(5 marks)**

**QUESTION FIVE****(15 Marks)**

- a) Discuss **FIVE** aspects of sustainable procurement. **(10 marks)**
- b) Describe **FIVE** ways in which an organization may contract its project works. **(5 marks)**