



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: Friday, 6th December 2024

TIME: 15:30 – 17:30

Instructions

- Question **one** is compulsory
- Answer any **other two** questions

QUESTION ONE **(30 MARKS)**

1. Using real-life examples, explain the categories of procurement and give a distinction among them. **(6 Marks)**
2. Using a practical example, distinguish between specialist and generalized buyers. **(4 Marks)**
3. Distinguish between multi-site centralization procurement and multi-site decentralization procurement. **(2 Marks)**
4. Evaluate any **Two** types of specifications. **(4 Marks)**
5. Outline any **Six** contents of a bidding document. **(6 Marks)**
6. Explain the various types of procurement sectors. **(3 Marks)**
7. Define Procurement Leadership. **(1 Mark)**
8. Outline any **Four** qualities of a procurement leader. **(4 Marks)**

QUESTION TWO **(20 MARKS)**

You have just been hired as a procurement consultant, and your first assignment is to assist with procurement planning for the next financial period. Required: Discuss the contents of a procurement plan.

QUESTION THREE**(20 MARKS)**

You have just been called to support bid evaluation for emergency procurement; explain any FIVE criteria you will utilize for bid evaluation.

QUESTION FOUR**(20 MARKS)**

- i. Discuss any TWO procurement methods. **(4 MARKS)**
- ii. Evaluate any FIVE justifications for using single sourcing. **(10 MARKS)**
- iii. Explain any THREE fundamental tenets of open tendering. **(6 MARKS)**

QUESTION FIVE**(20 MARKS)**

You have just join one of the biggest manufacturing companies in Nairobi and you have been assigned to procure item XYZ for the company. Explain stepwise how you will go about it.