



Kasarani Campus  
Off Thika Road  
Tel.2042692/3  
P.O Box 49274,00100  
NAIROBI  
Westland Campus  
Pamstech House  
Woodvale Grove

**KIRIRI WOMEN'S UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2024/2025 ACADEMIC YEAR**  
**FIRST YEAR, FIRST SEMESTER EXAMINATION**  
**FOR THE CERTIFICATE IN PROCUREMENT & SUPPLY CHAIN**  
**MANAGEMENT**  
**CPS 016 PRINCIPLES OF PURCHASING AND SUPPLIES MANAGEMENT**

Date: 7<sup>th</sup> August, 2024  
Time: 8.30AM-10.30AM

**INSTRUCTIONS TO CANDIDATES**

**ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS**

**QUESTION ONE (30 MARKS)**

Purchasing and Supply Chain Management is a critical function in an organization that facilitates sourcing and outsourcing of both goods and services into the organization for the main objective of satisfying and delighting its customers.

- a) Describe **THREE** merits of the Purchasing and Supply function. **(6 Marks)**
- b) State the difference between “customer Satisfaction” and “customer delightment” in relation to Supply chain activities. **(4 Marks)**
- c) Explain **THREE** critical parts of a Supply chain process. **(6 Marks)**
- d) During your group discussion, some students were arguing on these two terms “Sourcing” and “Outsourcing”, with an example each, guide the students by giving their meaning. **(4 Marks)**
- e) Elaborate on three payment documents that are used in International Purchasing. **(6 Marks)**
- f) Highlight on four factors to consider when selecting a Supplier or Service provider. **(4 Marks)**

**QUESTION TWO (20 MARKS)**

- a) Discuss three green issue factors that can negatively affect our environment. **(6 Marks)**
- b) Logistics management is the process of planning, implementing and controlling the efficient flow of materials from the point of origin to the point of consumption. Describe **THREE** activities undertaken during logistics management. **(6 Marks)**
- c) Quality refers to the features a product bears with the ability to satisfy stated need. Explain **FOUR** factors to consider in quality determination **(8 Marks)**

### **QUESTION THREE (20 MARKS)**

- a) Supplier evaluation is a critical activity in Purchasing and Supply management. Explain **THREE** areas that are considered during evaluation **(6 Marks)**
- b) After materials have been procured by the purchasing section, they are received at the warehouse where checking and Inspection must take place. Explain the meaning of material Inspection citing three areas that may be considered during Inspection. **(8 Marks)**
- c) Describe **THREE** documents that are commonly used in materials management. **(6 Marks)**

### **QUESTION FOUR (20 MARKS)**

- a) Order fulfilment is a key achievement in creating customer loyalty in supply chain function. Giving examples, explain the concept of Order fulfillment **(4 Marks)**
- b) Discuss **FOUR** factors that will influence the choice of a mode of transport to move products. **(8 Marks)**
- c) Ethics is an important factor in Supply chain management. Highlight **THREE** ethical factors in supply chain management **(6 Marks)**

### **QUESTION FIVE (20 MARKS)**

- a) Explain four factors to consider during Supplier Evaluation. **(8 Marks)**
- b) Materials transportation and Materials Distribution are used interchangeably in Supply Chain management. Briefly distinguish the two terms giving one example for each. **(4 Marks)**
- c) Materials specification is a key activity when taking orders from the customers. Explain **THREE** factors a client should consider during material specification. **(8 Marks)**