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KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATIONS, 2022/2023 ACADEMIC YEAR END OF
SEMESTER EXAMINATIONS
FOR THE DIPLOMA IN PROCUREMENT & SUPPLIES MANAGEMENT
DPS 1302-PURCHASING MANAGEMENT

Date: 14th April 2022
Time: 8.30am-10.30am

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE COMPULSORY (30 MARKS)

- a) Identify the contribution of purchasing officers in a supply chain organization (5 marks)
- b) Highlight five reasons why a supply chain organization may have to adopt a hybrid system of purchasing of its materials as its strategy in supply management. (5 marks)
- c) Describe five ways to ensure quality manufacturing for a supply chain organization (5 marks)
- d) Outline five challenges experienced during supplier evaluation procedures in purchasing management. (5 marks)
- e) Identify five ways in which the purchasing officer may uphold and enhance their standing of their purchasing and supply profession in terms of ethical behavior (5 marks)
- f) Explain how information and communication technology is applied and used in the purchasing of goods, works and services in an organization (5 marks)

QUESTION TWO (20 MARKS)

- a) How can a purchasing officer re-engineer the operations of a purchasing department to achieve more efficiency and effectiveness for the benefit of the overall organizations purchasing needs. (10 marks)
- b) Discuss ways in which a purchasing organization can develop and build a better relationship with its suppliers. (10 marks)

QUESTION THREE (20 MARKS)

- a) Discuss five advantages of penetration pricing as may be adopted by a supply chain organization to market their products (10 marks)
- b) Explain the relationship between forecasting of needs requirements and organizations growth and profitability (10 marks)

QUESTION FOUR (20 MARKS)

- a) Describe the economic impact of effective negotiation of products towards the supply chain organizations growth and profitability (10 marks)
- b) Explain five ways of eradicating unethical purchasing practices in procurement management in public sector in Kenya (10 marks)

QUESTION FIVE (20 MARKS)

- a) Discuss ways in which a purchasing organization may cut costs during normal operational activities of its purchasing functions (10 marks)
- b) Explain challenges experienced by purchasing officers executing their supply chain functions (10 marks)