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KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATION, 2022/2023 ACADEMIC YEAR
FIRST YEAR, SECOND SEMESTER EXAMINATION
FOR THE DIPLOMA IN PROCUREMENT AND SUPPLY CHAIN
MANAGEMENT
DPS 1302 – PURCHASING MANAGEMENT

Date: 16TH DECEMBER, 2022
Time: 8:30am-10:30am

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE (30 MARKS)

- a) Highlight the Importance of ethical buying to an organization. (6 Marks)
- b) Explain the five essential elements of a valid contract. (5 Marks)
- c) List FOUR Methods of Eradicating Unethical practices. (4 Marks)
- d) List the qualities of a good negotiator. (6 Marks)
- e) Evaluate the difference between quality control and quality management. (5 Marks)
- f) Discuss the written and the period types of contracts. (5 Marks)

QUESTION TWO (20 MARKS)

- a) The role and contribution of purchasing have increased quite steadily over the second half of the 20th century with interest in the activity taking place in the last few years. Define purchasing and state the reasons behind this paradigm shift. (10 Marks)
- b) Briefly discuss the three distinct phases or stages in negotiation. (10 Marks)

QUESTION THREE (20 MARKS)

- a) The Code of Ethics and standards of professional conduct are the ethical cornerstone of many companies across the globe. They are essential to the company's mission to lead the global investment profession and critical to maintaining the public's trust in the financial markets. Briefly discuss the procurement ethical standards. (10 Marks)
- b) Explain the relationship between the purchasing and supply function with other departments like the finance/ accounts department. (10 Marks)

QUESTION FOUR (20 MARKS)

- a) Explain FIVE objectives of negotiation. (10 Marks)
- b) Briefly discuss the FIVE advantages/ importance of Quality Assurance. (10 Marks)

QUESTION FIVE (20 MARKS)

- a) Discuss the advantages and disadvantages of a decentralized purchasing function. (10 Marks)
- b) One of the initial steps in the tender processing is the invitation to tender; where the procuring entity/firm prepares an invitation to tender that sets out several items. Briefly discuss these items. (10 Marks)