



Kasarani Campus
Off Thika Road
P. O. Box 49274, 00101
NAIROBI
Westlands Campus
Pamstech House
Woodvale Grove
Tel. 4442212
Fax: 4444175

KIRIRI WOMEN'S UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATION, 2024/2025 ACADEMIC YEAR
FIRST YEAR, SECOND SEMESTER EXAMINATION
FOR THE DIPLOMA IN PROCUREMENT & SUPPLIES
MANAGEMENT
DPS 1302 PURCHASING MANAGEMENT

Date: 13th August, 2024
Time: 11.30AM-1.30PM

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE (30 MARKS)

- a) Explain the primary objectives of the purchasing function in an organization. **(5 Marks)**
- b) Explain the importance of quality assurance in the purchasing process. **(5 Marks)**
- c) Explain the key objectives of a supplier development programme. **(5 Marks)**
- d) Explain common negotiation tactics used in procurement. **(5 Marks)**
- e) State five advantages of centralized purchasing structure **(5 Marks)**
- f) Highlight the role of cross-functional teams in the purchasing process. **(5 Marks)**

QUESTION TWO (20 MARKS)

- a) Discuss the significance of the purchasing function in supply chain management. **(8 Marks)**
- b) Describe the main functions of the Kenya Bureau of Standards (KEBS) in quality assurance. **(8 Marks)**
- c) Explain ethical principles that should guide procurement professionals. **(4 Marks)**

QUESTION THREE (20 MARKS)

- a) Explain the key steps in the purchasing process. **(8 Marks)**
- b) Explain the importance of ethics and integrity in the purchasing function. **(8 Marks)**
- c) Explain strategies for maintaining long-term relationships with suppliers. **(4 Marks)**

QUESTION FOUR (20 MARKS)

- a) Explain the importance of building strong supplier relationships in supply chain management. **(8 Marks)**
- b) Explain the role of the Kenya Institute of Supply Management (KISM) Code of Ethics in guiding procurement professionals. **(8 Marks)**
- c) State how corruption manifests in public sector procurement. **(4 Marks)**

QUESTION FIVE (20 MARKS)

- a) Explain the different types of market structures in supply chain management. **(8 Marks)**
- b) Discuss the key steps involved in implementing a supplier development programme. **(8 Marks)**
- c) Explain the cost-plus pricing strategy and its application in procurement. **(4 Marks)**