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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 019 PRACTICE AND TECHNIQUES OF PURCHASING

(SPECIAL EXAMS)

Date:15TH AUGUST, 2024
Time:11.30AM-1.30PM

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE (30 MARKS)

- a) Highlight the challenges of physical distribution. **(6 Marks)**
- b) Define the following terms:
 - i. Quality analysis **(2 Marks)**
 - ii. Quantity analysis **(2 Marks)**
 - iii. Price **(2 Marks)**
- c) When purchasing is effectively managed, it can bring benefits to an organization. Describe the key benefits of purchasing. **(6 Marks)**
- d) Explain four differences between manual ordering and digital ordering as method of placing orders. **(6 Marks)**
- e) Explain the importance of physical distribution. **(6 Marks)**

QUESTION 2 (20 MARKS)

- a) You are the purchasing manager of JZ Company. Explain the factors that will influence the decisions on the right time to buy / purchase. **(8 Marks)**
- b) Discuss the benefits of quality and quantity analysis. **(6 Marks)**
- c) Discuss the factors that determine the sourcing strategy in an organization. **(6 Marks)**

QUESTION 3 (20 MARKS)

- a) The right place and right time to buy can offer several benefits to organizations. Discuss these benefits **(8 Marks)**
- b) You are the receiving manager of ABC Company. Discuss the importance of inspecting goods before receiving. **(8 Marks)**
- c) Differentiate between lead time and delivery time. **(4 Marks)**

QUESTION 4 (20 MARKS)

- a) Physical distribution involves movement & management of goods from point of origin to point of consumption. Discuss key components of physical distribution **(6 Marks)**
- b) Explain the strategies used by organizations to address the challenges of physical distribution **(6 Marks)**
- c) Discuss the factors that influence the quality of the product **(6 Marks)**

QUESTION 5 (20 MARKS)

- a) Explain the disadvantages of global purchasing **(6 Marks)**
- b) Discuss the functions of purchasing department **(6 Marks)**
- c) Purchasing process involves several steps to ensure the acquisition of goods and services in an organized and efficient manner. Discuss the process of purchasing **(8 Marks)**

