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KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATIONS, 2022/2023 ACADEMIC YEAR
FIRST YEAR, FOURTH SEMESTER EXAMINATION
FOR THE DIPLOMA IN PROCUREMENT AND SUPPLIES MANAGEMENT
DPS 1404- PURCHASING AND SUPPLY STRATEGY

Date: 1st August 2022
Time: 11.30am - 1.30am

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE COMPULSORY (30 MARKS)

- a) State the meaning of "strategic evaluation" as part of strategic management (2 marks)
- b) State what is "Lean management" in strategic management (3 marks)
- c) Strategic management has four levels. List them down (4 marks)
- d) State what "customer satisfaction" represents in Strategic management (3 marks)
- e) Explain the meaning of the term "Customer delightment" in Supply's management (3 marks)
- f) State the meaning of "Corporate strategy" (3 marks)
- g) Elaborate what "Sourcing" represents (3 marks)
- h) Highlight on what is "Pilot" testing (3 marks)
- i) Explain who is a "Customer" in a business set up (3 marks)
- j) Elaborate on what "Strategic evaluation" stands for (3 marks)

QUESTION TWO (20 MARKS)

- a) Discuss the four main levels of strategy (8 marks)
- b) Discuss two "Ethical factors" affecting Purchasing and Supply functions (6 marks).
- c) Highlight on three factors that may affect a change process in an organization (6 marks)

QUESTION THREE (20 MARKS)

- a) Most Strategies succeed due to the fact that "pilot" testing is normally initiated before the new strategy is fully implemented. Discuss what "pilot" testing entails giving two reasons why it is preferred in strategic management (8 marks).
- b) Using an illustration, describe what "green issues" represent highlighting two such issues (6 marks)
- c) Elaborate what is "strategic evaluation" stating two reasons why it is vital in Strategic management (6 marks)

QUESTION FOUR (20 MARKS)

- a) Explain what is “environmental scanning” supporting your answer with three advantages of the practice. (8marks).
- b) “SWOT” and “PESTLE” are key environmental scanning tools. Discuss what they entail (8 marks).
- c) Highlight on two factors to be considered during the selection of a strategy (4marks)

QUESTION FIVE (20 MARKS)

- a) You are appointed the Project Manager of Opuka Research Institute. Discuss three reasons why you would prefer “Democratic style of leadership” to “Autocratic style” (6marks)
- b) Explain two challenges that may affect a strategy (6marks)
- c) Elaborate on two factors to be considered when measuring Purchasing and Supply performance (8marks)