

**W1/ZU/7/EXM/6**

**UNIVERSITY EXAMINATION 2016/2017**

**EXAMINATION FOR THE BACHELOR OF PURCHASING AND SUPPLIES MANAGEMENT**

**H BO 2207 PURCHASING AND SUPPLIES MANAGEMENT**

**DATE: DEC 2016 TIME: 2 HOURS**

**INSTRUCTIONS: Answer question ONE [Compulsory] and any other TWO questions.**

**QUESTION ONE**

1. Define the following terms:
2. Purchasing 2mks
3. Buying 2mks
4. Requisition 2mks
5. Procurement 2mks

b) State and discuss any four objectives of purchasing to the organization 8 mks

c ) Discuss the eight steps involves in pocurement of materials in an organization 8mks

d) Discuss any six various sources of supplier selection in an organization 6mks

**QUESTION TWO**

a) Name and discuss any five parameters of purchasing 10mks

b) Name and described the variables to be considered while evaluating the quotations of the suppliers 10mks

**QUESTION THREE**

3 Discuss the following purchasing systems in an organization;

1. Forward buying 4mks
2. Tender buying 4mks
3. Zero stock 4mks
4. Rate contract 4mks
5. Systems contract 4mks

**QUESTION FOUR**

4 a) Discuss the any five factors consider in supplier selection process in a procuring entity 10mks

b) Supplier relationship management is the key aspect in the purchasing department. Discuss 10mks