# MASENO UNIVERSITY

## UNIVERSITY EXAMINATIONS 2016/2017

## FOURTH YEAR SECOND SEMESTER EXAMINATION FOR DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION (PROCUREMENT OPTION) WITH INFORMATION TECHNOLOGY

## CITY CAMPUS - EVENING

## ABA 440: E-PROCUREMENT

Date: 24th November, 2016

Time: 5.30 - 8.30pm

INSTRUCTIONS:

- Answer Question ONE and any other TWO.

## QUESTION ONE (COMPULSORY)(30 marks)

"Many Organizations are beginning to re-evaluate their purchasing processes, and identify new types of e-procurement tools that will meet their needs." In light of the foregoing statement:

(a) Explain the meaning of E-procurement and state the benefits of using E-procurement method.

[10 marks]

(b) Describe Elements involved in the purchasing process.

[10 marks]

(c) Describe key considerations when looking to participate at e-marketplaces. [10 marks]

## QUESTION TWO

(a) Distinguish between E-commerce and E-business concept.

[4 marks]

(b) Elucidate on the evolution of e-procurement models.

[6 marks]

(c) Describe how Electronic Data Interchange works in a business set up like that of a Supermarket.

[10 marks]

## QUESTION THREE

(a) (i) Describe types of e-catalogues.

[6 marks]

(ii) State the benefits of e-catalogues to both purchasers and sellers.

[5 marks]

(b) Give a brief account on the following e-procurement related concepts:
  (i)    E-tendering
  (ii)   E-sourcing
  (iii)  E-auctions

[3 marks]
[3 marks]
[3 marks]

## QUESTION FOUR

(a) (i) What is Reverse Auction?

[2 marks]

(ii) State advantages and disadvantages of reverse auctions for both buyers and suppliers.

[8 marks]

(b) "Security and Auditing are important aspects of E-payments." In light of the foregoing statement, identify and explain security risks and approaches to such security concerns.
[10 marks]

## QUESTION FIVE

(a) Describe the current state of e-procurement initiatives in organizations.

[7marks]

(b) Discuss the challenges with respect to e-procurement implementation.

[8marks]

(c) State key principles applicable when introducing and implementing e-procurement.

[5 marks]