



MASENO UNIVERSITY
UNIVERSITY EXAMINATIONS 2016/2017

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

MAIN CAMPUS

ABA 440: E-PROCUREMENT

Date: 29th November, 2016

Time: 3.30 - 6.30pm

INSTRUCTIONS:

- Answer Question ONE (Compulsory) and any other TWO.



QUESTION ONE (COMPULSORY) (30 marks)

- (a) (i) Distinguish between E-commerce and E-business concepts. [3 marks]
- (ii) Explain the concept of E-procurement and enumerate the benefits of E-procurement. [7 marks]
- (b) Describe the basic types of e-procurement trading models. [10 marks]
- (c) Describe how Electronic Data Interchange (EDI) works in a business set up and point out the problems in implementing EDI. [10 marks]

QUESTION TWO

- (a) (i) What is a trading exchange? [3 marks]
- (ii) Distinguish between Private and Public exchanges. [3 marks]
- (ii) Illustrate how hubs, exchanges and marketplaces interrelate in context with existing electronic communications, such as EDI, e-mail and fax. [7 marks]
- (iii) Define the term E-catalogue and state the advantages of E-catalogues to both purchasers and sellers. [7marks]

QUESTION THREE

- (a) "Web Auctions may follow English, Dutch, Sealed-bid and Reverse-bid process" Discuss the afore- mentioned methods of E-auctions. [8 marks]
- (b) (i) What is a Reverse Auction? [2 marks]
- (ii) Explain when Reverse auctions are used. [4 marks]
- (c) State the benefits and objections of Reverse Auctions. [6 marks]

QUESTION FOUR

“E-procurement implementations have increased in both reach and scope, with more procurement functions and activities. However, whilst progress has been made a number of challenges still remain”.

Required:

- (a) Describe the current state of e-procurement initiatives in organizations. [7marks]
- (b) Point out the challenges with respect to e-procurement implementation. [8marks]
- (c) Describe some key principles applicable when introducing and implementing e-procurement. [5marks]

QUESTION FIVE

- (a) “Security and Auditing are important aspects of E-payments.” In light of the foregoing statement, discuss types of E-payment systems and the related security risks. [10 marks]
- (b) Distinguish between E-commerce and E-Business concepts while pointing out the benefits and limitations inherent. [10 marks]