



**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: 24<sup>th</sup> November, 2016

Time: 5.30 - 8.30pm

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**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 [3 marks]
  - (ii) E-sourcing [3 marks]
  - (iii) E-auctions [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]
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