

**W1-2-60-1-6**

**JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS 2018/2019**

SECOND YEAR FIRST SEMESTER EXAMINATION FOR THE DEGREE OF BACHELOR OF PROCUREMENT AND CONTRACT MANAGEMENT

**HPS 2251/2102: DEVELOPING AND MANAGING CONTRACTS**

**DATE: AUGUST 2019 TIME: 2 HOURS**

INSTRUCTIONS: ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

**QUESTION ONE**

a. You have been appointed as a supply chain manager of Stalin General Enterprises. The organization has requested you to present a paper of five types of contracts commonly used and the future expectations in the Global Market. (10 marks)

b. The role of the procurement function is to ensure effective and efficient flow of goods, works and services in an organization setup. Outline the main objective of Procurement in Kenya. (10 marks)

c. The following terms are commonly used in contract management today. Briefly explain what they entail:- (10 marks)

i. Conditions

ii. Arbitration

iii. Due diligence

iv. Offer

v. Mediation

**QUESTION TWO**

a. Outline and discuss the areas of focus during performance evaluation in a Procurement Entity. (10 marks)

b. Sourcing is a common concept in Procurement Entity. Define what sourcing means and further outline and discuss the four types of sourcing in the market. (10 marks)

**QUESTION THREE**

a. Discuss the role of information technology in attaching vision 2030 in the Procurement Sector. (10 marks)

b. Outline and discuss any five guiding Principles of Procurement.

(10 marks)

**QUESTION FOUR**

a. Misrepresentation is one of vitiating factor in law and a common concept in the corridors of justice. Outline and briefly discuss the three types of misrepresentation in the market. (12 marks)

b. Outline and explain four element of negligent misrepresentation.

(8 marks)

**QUESTION FIVE**

a. Outline and explain the roles of any five procurement committees in a procurement Entity. (10 marks)

b. Arbitration is a form of alternative dispute resolution (ADR) which resolves disputes outline the court. Discuss the disadvantages associates with this method of resolving disputes. (10 marks)

**QUESTION SIX**

a. Outline and discuss the role of the National Treasury. (10 marks)

b. Identify any five key areas of focus in contract management and explain their contribution in the Kenyan economy. (10 marks)