

Uganda Martyrs University-Rubaga Campus
Bachelor of Business Administration and Management
Semester Two, Year Three, Evening
Procurement Tactics and Operations (3114)
FINAL EXAMINATIONS

Instructions

- 1) Time allowed: **3Hrs**
 - 2) This examination has **SEVEN** Questions worth 25 marks each. Attempt any **FOUR**
 - 3) All answers must be written in the answer booklet provided.
 - 4) All rough work and notes should be written in the answer booklet.
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QUESTION ONE

“The management of TBN Foods Company intends to rebrand its image in the public by improving on its service delivery and has embarked on setting up different departments to execute different organization activities, but they are hesitant to set up a procurement department”. As a student of procurement, advise management on the role the procurement department would play in the operations of the organization. **(15 marks)**

- b) Explain any five documents and their relevance in executing procurement activities.
(10 marks)

QUESTION TWO

“Assuming, you have been hired as a consultant to provide advice to an organization that would like to adopt a centralized purchasing model”.

- a) Explain the centralized purchasing model clearly highlighting its advantages and disadvantages. **(15 marks)**
- b) Describe the factors that an organization needs to consider when deciding on the choice of purchasing model. **(10 Marks)**

QUESTION THREE

- a) Using any Procurement requirement example of your choice, identify and name the categories of members you would choose to be on your procurement evaluation team and why. **(15 marks)**
- b) Explain circumstances in which a competitive tendering exercise might not be the best approach to making a purchase. **(10 marks)**

QUESTION FOUR

“When outsourcing decisions are made on the basis of an in-depth understanding of the organization’s core competencies, and are intended to build or enhance the organization’s competitive advantages, outsourcing becomes strategic”

Required;

- a) Describe factors that have contributed to the growth of outsourcing **(15 marks)**
- b) Explain reasons why outsourcing projects may fail to achieve their expected benefits **(10 marks)**

QUESTION FIVE

- a) “Many factors influence buying decisions, the implication being that a number of factors have to be considered when acquiring capital items”. Explain them briefly
- b) Examine the role of a buyer in the auction of capital equipment

QUESTION SIX

- a) “Quality should be created but not simply inspected”. In line with the statement, explain the principles of Total Quality Management (TQM) **(15 marks)**
- b) Examine the dimensions of a quality product **(10 marks)**

QUESTION SEVEN

Write short notes on the following;

- a) Out bound logistics **(5 marks)**
- b) Negotiation process **(5 marks)**
- c) Order cycle time **(5 marks)**
- d) Conformance specification **(5 marks)**
- e) Spend analysis **(5 marks)**