

UGANDA MARTYRS UNIVERSITY

FACULTY OF BUSINESS ADMINISTRATION AND MANAGEMENT

DEPARTMENT OF MANAGEMENT SCIENCE

PROGRAMM: BBAM III Masaka, Nkozi and Rubaga Campuses

COURSE UNIT: Procurement Tactics and Operations

CODE: Pro 3203

DATE: Thursday 18th May 2023

Time allowed: 3 hours:

Instructions to Candidates:

1. Answer four questions in all
2. Question one is **COMPULSORY**
3. Using of examples and illustrations will be considered as important in evaluation / marking of this paper
4. Start each number on a fresh page
5. **DO NOT WRITE ANYTHING ON THIS PAPER**

Section A

Question one

With the growing of businesses coupled with stiff competition, tactical decisions awaits. This calls such businesses who are thinking tactically to look for tactical professionals. Being one of them who did not simply register but attended Procurement Tactics and Operations course;

Advise on the following;

- a. The meaning of outsourcing (2marks)
- b. Why should modern businesses continue to think about outsourcing as a solution to the faced business challenges? (8marks)
- c. Given an opportunity to be a Procurement Tactics and Operations manager, what are some of the functions you would outsource and why? (4marks)
- d. From (c) above, explain how you would go about the process of outsourcing (10marks)
- e. Present cautionsof its effect as you areimplementing it (8marks)
- f. Why do you think outsourcing these services maybe successful (8 marks)

Question two

It is because of the business sense that the demands of the Procurement Tactics and Operations is taught in Institutions of learning. You seem to be among the many who picked interest thereby causing the demand for this course to be taught.

- a. With relevant examples, explain the importance of Procurement Tactics in business world (10marks)
- b. Explain the different perspectives of purchasing as a tactics concept. (10marks)

Question three

Imagine you were appointed by your District as a Procurement Officer for the District task force for covid-19 to acquire three Ambulance vehicles;

- a. Identify with clear justifications the members you would include on the evaluation team (10marks)
- b. Give any five functions of Evaluation team (04marks)
- c. Why do you think you don't need to include/consider Accounting Officer on evaluation team? (06marks)

Question four

- a. If you were appointed as a Procurement Officer for a large manufacturing company, explain when you would carry out negotiation and why? (10marks)
- b. If your company was to procure 10 computers, discuss any five business negotiation tactics that can be used in order to achieve their intended goals. (10marks)

Question five

Imagine you are appointed as a Procurement Officer for KPB Company Ltd and that the company is in need of purchasing 50 double cabin vehicles worth 10 billion Ugandan shillings;

- a. Advise the management the factors they would consider before the actual purchase (8marks)
- b. As Procurement Officer, how would you help in the above process in 4(b) above? (10marks)

Question six

- a. Identify a product of your own choice and explain how you would go about value analysis (10marks)
- b. What are the benefits of the reduced variety? (10marks)