

**UGANDA MARTYRS UNIVERSITY-RUBAGA CAMPUS  
BACHELOR OF BUSINESS ADMINISTRATION AND MANAGEMENT  
SEMESTER TWO, YEAR THREE. 2019**

**PROCUREMENT TACTICS AND OPERATIONS (3114)  
FINAL EXAMINATIONS**

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**Instructions**

- 1) Time allowed: **3Hrs**
- 2) . Attempt any **4 questions**

**Question one**

“Two procurement staffs were discussing different stakeholder approaches. One was convinced that her project's goal was to satisfy stakeholder interests in order to achieve total project support, while the other argued that a shareholder interests was key”.

**Task;**

- a) Explain what you understand by the term stakeholder engagement and why is it an important procedure in stakeholder management. **(15 marks)**
- b) Elucidate on the hindrances faced by the procurement function while conducting appropriate stakeholder management. **(10 marks)**

**Question two**

- a) “Information is a key resource in establishing leverage during a commercial negotiation”. Examine ways in which a supplier might gather information on a procurement organisation when preparing for a commercial negotiation. **(15 marks)**
- b) Explain situations in which the bargaining power of a supplier is likely to be relatively high compared with that of a procurement organisation in a commercial negotiation. **(10 marks)**

**Question three**

- a) “Assuming they appointed you as a team leader for SMK Industries on a project of developing its supply database”. Clearly explain sources where information about potential suppliers can be obtained? **(10 marks)**
- b) Discuss the supplier sourcing process **(15 marks)**

**Question four**

- a) “Specifying is the most determining step with regards to the success of Procurement” Differentiate between conformance and performance specifications clearly showing when each is most applicable **(15 Marks)**
- b) Explain qualities of specifications that you will consider as you specify any item of your choice ( **10 marks**)

**Question five**

"The operations manager of RT Company has assessed the functioning of different departments and has confirmed that the some departments are inefficient, management has made a resolution that some department activities are to be outsourced."

**Required;**

- a) Identify and explain challenges the organization is likely to face when carrying out outsourcing? **(15 marks)**
- b) Explain potential benefits of outsourcing to the organization? **(10 marks)**

**Question six**

- a) "Quality should be created but not simply inspected". In line with the statement, explain the Quality Based Measures under the Modern (Japanese) Approach to Quality Management **(15 marks)**
- b) Examine the dimensions of a quality product **(10 marks)**