

# **UGANDA MARTYRS UNIVERSITY**

**FACULTY OF BUSINESS ADMINISTRATION AND MANAGEMENT**

**BACHELOR OF BUSINESS ADMINISTRATION AND MANAGEMENT**

**END OF SEMESTER TWO EXAMINATIONS, BBAM III & BPSCM III (JAN  
INTAKE) 2022/2023**

**DEPARTMENT OF MANAGEMENT SCIENCE**

**STRATEGIC RELATIONS IN PROCUREMENT**

**DATE: 24<sup>th</sup> May, 2023**

**Time allowed: 3hrs: 2.00pm - 5.00pm**

**Instructions to Candidates:**

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1. *Answer any 4 questions*
2. *All questions carry equal marks*
3. *Do not write anything on this question paper*
4. *Start every question on a new page*
5. *Mobile phones are NOT allowed in the examination room*

### QUESTION ONE

"Suppliers should be viewed as strategic business partners with whom you have on-going development".

- a) Examine the rationale for a supplier development strategy (15marks)
- b) Explain the drawbacks in attempt to engage in a supplier development initiative (10marks)

### QUESTION TWO

"Change management is critical due to the changing nature of procurement which includes a shift towards corporate procurement and increased emphasis on social responsibility"

- a) Explain any Five types of change (10marks)
- b) Examine the challenges facing change in procurement (10marks)
- c) How beneficial are procurement changes (5marks)

### QUESTION THREE

The essence of strategic supplier alliances is to leverage the strategic and operational capabilities of individual participating companies to achieve ongoing benefits to each other.

- a) Using relevant examples provide a justification for the statement above (10marks)
- b) Examine the critical success factors for strategic supplier alliances (10marks)
- c) Mention any **five** challenges faced by entities in their bid to embrace the alliance venture? (5marks)

### QUESTION FOUR

- a) Using relevant examples, describe the concept, "business portfolio" (3marks)
- b) Discuss the strategies that may be adopted by management using a product positioning matrix in this competitive business environment. Use an illustration. (10marks)
- c) Design and explain a purchasing portfolio model for a manufacturing company of your choice (12marks)

### **QUESTION FIVE**

“In any firm, to ensure supplier, firms and customer’s needs satisfaction, one must also focus on the strategic cost management of the supply chain. Short of that, a lot can be compromised”

- a) Explain the gains derived from managing costs across the supply chain. (10marks)
- b) Examine the critical success factors for performance measurement in strategic cost management of costs across the enterprises. (10marks)
- c) State the common barriers to strategic cost management (5marks)

### **QUESTION SIX**

Write brief notes on any **five** of the following terms as used in strategic relations in procurement and supply chain (25marks)

- a) Value engineering
- b) Supply base optimization
- c) Lean supply chain
- d) Strategic supplier alliances
- e) Integrated supply chain management
- f) Supplier development
- g) Supply chain

*End of Question Paper*