

UGANDA MARTYRS UNIVERSITY
BACHELOR OF BUSINESS ADMINISTRATION AND MANAGEMENT
BBAM I & II END OF SEMESTER EXAMINATION

Pro 3203: Procurement Tactics and Operations

Date: Tuesday 30th April, 2014

Time: 9.00am-12.00noon

Instructions

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1. Number is compulsory
 2. Answer any three questions in all
 3. DO NOT WRITE ON THIS QUESTION PAPER
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Question one

There is a continue argument that Lecturers do not give enough to students to help them in their future employment. If not so, then students do not do enough to get what teachers give them. This is coming as a result of discrepancies in the duty expectations. However, both parties believe to be doing enough.

Imagine after the successful completion of your Bachelors in Procurement Tactics and Operations, you have been appointed as New Procurement Officer of Gumutindo Ltd which has been experiencing a lot of problems in staffing and procurement of goods and services mostly characterized by low value and low importance. The Director has been evaluating the options of outsourcing to solve these problems but lacks sufficient knowledge on how it works. Using the knowledge acquired from Procurement Tactics and Operations acquired during the course of your study, wide reading, research and practice:

Advise the Director on;

- a. The meaning of outsourcing **(2marks)**
- b. Why Gumutindo Ltd should continue to think about outsourcing as a solution to the faced problems? **(8marks)**
- c. Mention four functions that can be outsourced **(4marks)**
- d. Indentify the process that can be taken while outsourcing **(10marks)**
- e. Present cautions of its effect after successful implementation **(8marks)**
- f. Discuss any four successful factors for the outsourced contracts **(8 marks)**

Question two

Using Procurement Tactics and Operations knowledge you have just acquired,

- a. Give any two functions of Evaluation team **(2marks)**
- b. What are the functions of Procurement and Disposal Unit as a procurement stakeholder? **(8marks)**

- c. Describe the role of an accounting Officer in Business world (10marks)

Question three

- a. Explain the factors that may influence the relative negotiating strength of the procurement officer manager during negotiation process. (10marks)
- b. Discuss any five business negotiation tactics that can be used in order to achieve their intended goals. (10marks)

Question four

- a. In assessment of supplier appraisal criteria, explain how you would go about ethical issues before selecting a supplier (6marks)
- b. What are likely benefits of selecting a single supplier? (6marks)
- c. Suggest some of the criteria which a (potential) supplier must meet to fulfill the business needs of your company. (8marks)

Question five

- a. What are capital goods? (2marks)
- b. Describe their nature and special characteristics, clearly giving their types (8marks)
- c. Describe the role of procurement in capital equipment acquisition (10marks)

Question six

- a. Describe how you would ensure quality assurance programs in procurement (10marks)
- b. Explain the quality principles that successful TQM companies recognize (10marks)