

UGANDA MARTYRS UNIVERSITY, NKOZI CAMPUS

FACULTY OF BUSINESS ADMINISTRATION AND MANAGEMENT

DEPARTMENT OF MANAGEMENT SCIENCE

ACADEMIC YEAR: 2023/2024 SEMESTER: ONE

COURSE CODE: PSM3106

COURSE UNIT: CORPORATE PROCUREMENT

BPSCM III

DATE: Monday, 18th December 2023

Time allowed: 3 Hours (9:30am 12:30pm)

Instructions to Candidates:

Read the following before answering the examination questions.

- Do not write anything on this question paper
- Answer four questions
- Question one is compulsory and carries 40 marks
- Using of examples and illustrations will be considered as important in evaluation / marking of this paper

Question One

From interactions on this course unit during lecture time and private reading. You have come to know that cooperate procurement sharing and/or bundling of purchasing related information, resources, processes, or volumes by two or more organizations in order to improve their performances. It occurs when two or more entities (state, local government or private organizations or even individuals) coordinate some or all of their purchasing needs, so that they can join in purchase to mutual benefits of all the entities concerned. Cooperative purchasing is also known as horizontal cooperative purchasing, group purchasing, collaborative purchasing, collective purchasing, combined purchasing, joint purchasing, pooled, consortium, shared, bundled, mutual, and the list still continues; but internet search engine Google gives group and cooperative purchasing as far the most used ones (Schotanus, 2005).

Picking practical examples from your life experience ;

- Identify any five examples of cooperate procurement and describe the nature of their work/cooperate (10marks)
- Present and explain the key areas in which individuals/organizations can cooperate (10marks)
- Identify some suitable areas/products for group purchasing (10marks)
- From the above examples (a), suggest any five areas of improvement (10marks)

Question Two

Imagine you have been given an opportunity to work as a Procurement Manager for the K & P Consults, as a consultant eagerly waiting to join the group procurement:

- Convince the management that what they are preparing to join is of big help (10marks)
- Prepare them for the challenges to meet while undertaking such group procurement (10marks)

/Question Three

- If you are tasked to set up a cooperate procurement, explain some of the factors you would consider? (10marks)
- Elucidate some of the critical steps involved in the formation of cooperative purchasing (10marks)

Question Four

Imagine you have been assigned duties of a lead contractor, explain the advantages and the disadvantages accrued from such (20marks) let

/Question Five

Despite the numerous benefits of joining /forming a cooperate purchasing, it is argued that members do not need to just join.

- you have come to
information,
their
- a. Present some checks for the members to consider while planning to join the cooperative purchasing (10marks)
 - b. Why do some firms fail to cooperate in purchasing? (10marks)

Question Six

- a. Imagine you are given an opportunity to work as lead Procurement Officer for government departments under group purchasing arrangements. Describe the steps you would go through to evaluate a group purchasing contract (10marks)
- b. Convince the readers of your works that you have done it all with cooperate procurement by presenting the most commonly used types of cooperative purchasing contracts and how they work (10marks)

END