



NATIONAL OPEN UNIVERSITY OF NIGERIA
14/16 AHMADU BELLO WAY, VICTORIA ISLAND, LAGOS
SCHOOL OF MANAGEMENT SCIENCES
MARCH 2014 EXAMINATION

Course Code: ENT 324
Unit: 2

Credit

Course Title: PRINCIPLES OF PURCHASING AND SUPPLY

Time Allowed: 2 Hours

Instructions: 1. Attempt question Number one (1) and any other two (2).
2. Question number 1 is Compulsory and carries 30 marks, while the other questions carry 20 marks each.
3. Present all your points in coherent and orderly manner.

1a. List and Explain 4 Contracts under Competency of Parties.

b. State the General Principles for Contract.

2a. List and Discuss 5 Sources of Supplier Information.

b. List and Explain 5 Factors in Supplier's Selection.

3a. Explain 4 Sources of used Equipment's.

b. List the Reasons for Purchasing Used Equipment's.

4a. Mention and Discuss the Industrial Buyer's Approach.

b. Briefly Discuss 4 Methods used in Price Determination.

5. List and Discuss 4 Modes of Payment.