



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, CADASTRAL ZONE, NNAMDI AZIKIWE EXPRESS WAY, JABI-ABUJA
FACULTY OF MANAGEMENT SCIENCES
JUNE/JULY 2017 EXAMINATION

Course Code: ENT 324

Credit Unit: 2

Course Title: PRINCIPLE OF PURCHASING AND SUPPLY

Time Allowed: 2 Hours.

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

- 1a. What is the meaning of purchasing?
- 1b. Give four (4) reasons for purchasing used equipment
- 1c. Highlight seven (7) procedural guide that the buyer of used equipment should be able to ask.
- 1d. Name four (4) items contain in more formal written lease
- 2a. What is a contract? Explain contract effective date
- 2b. Give five (5) advantages of effective purchasing
- 3a. Mention five (5) important supplier-oriented actions buyers must take in order to satisfy the performance of sourcing function in purchasing.
- 3b. Itemize at least five (5) attributes of a good supplier
4. Highlight seven (7) sources of supplier information in purchasing function. Explain any three (3) of them.
5. Write briefly on **question B** and any two (2) among of these:
 - (a) Force Majeure
 - (b) Norms of Ethical Behaviour in procurement
 - (c) Prescriptive guidelines for the post – negotiation phase in negotiation process
 - (d) Factors to consider in buying capital equipment