



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14/16 AHMADU BELLO WAY, VICTORIA ISLAND,
LAGOS**

**SCHOOL OF MANAGEMENT SCIENCES
SEPTEMBER/OCTOBER 2015 EXAMINATION**

COURSE CODE: ENT324 **CREDIT UNITS:** 2
COURSE TITLE: PRINCIPLE OF PURCHASING & SUPPLY
TIME ALLOWED: 2HRS

INSTRUCTIONS:

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

1. Define purchasing and supply

What is the attribute of a good supplier?

2. What is procurement, Examine the clarification of procurement?

3. What are the factors affecting Negotiation?

4. What are the skills needed for purchasers in international searching?

5. Examine problems associated with international procurement