



KISII UNIVERSITY
UNIVERSITY EXAMINATIONS

FIRST YEAR EXAMINATION FOR THE AWARD OF THE DEGREE OF
MASTERS IN PURCHASING AND LOGISTICS MANAGEMENT
SECOND SEMESTER, 2021/2022
(JUNE-SEPTEMBER, 2022)

MPLM 716: STRATEGIC PURCHASING

STREAM: Y1 S2

TIME: 3 HOURS

DAY: FRIDAY, 9:00-12:00 PM

DATE: 14/10/2022

INSTRUCTIONS

- 1. Do not write anything on this question paper.***
- 2. Answer Question ONE and any other TWO Questions.***

You are preparing a paper to present in strategic purchasing and supplies management conference to be held in Kisii University Main campus in December 2021. Discuss the following issues in your paper presentation.

- Briefly explain the evolution of purchasing function over the last two decades and the present form in relation to the contribution to strategy of a company. **(10 Marks)**
- Discuss how you will develop long term supplier management strategy for an organization. **(6 Marks)**
- Buyer supplier relationships fall somewhere on a continuum from traditional adversarial to strategic partnerships. Critically analyze the differences between adversarial and partnership relationships in purchasing context. **(4 Marks)**
- An organization can employ a variety of different purchasing strategies to enhance their competitive advantage. Discuss some of the strategies used in purchasing in an attempt to achieve competitive goals. **(10 Marks)**

QUESTION TWO

- a) Discuss the importance of PESTLE analysis in strategic purchasing and supply management. **(10 Marks)**
- b) Discuss the THREE levels of strategy and show their relationship with the purchasing and supply function. **(10 Marks)**

QUESTION THREE

- a) Discuss what has led to the growth in strategic role of purchasing and supply. **(10 Marks)**
- b) Identify and discuss 5 factors that need to be considered when developing a supply chain management strategy. **(10 Marks)**

QUESTION FOUR

- a) Imagine that you are a manager of an organization that practices procurement and come up with a SWOT analysis. **(10 Marks)**
- b) Strategic make or buy decisions affect the very basic function and nature of an organization. Discuss this statement, identifying approaches used, their influencing factors and the role of buyers. **(10 Marks)**

QUESTION FIVE

- a) Discuss in your own opinion the current trends in purchasing and supply management. **(10 Marks)**
- b) Despite the complexity of managing supply chains organizations are thriving and exploiting their supply chains for competitive advantage. Discuss some of the major benefits these firms can reap by focusing their attention on strategic purchasing management. **(10 Marks)**