



# KISII UNIVERSITY

## UNIVERSITY EXAMINATIONS

SECOND SEMESTER 2023

APRIL - AUGUST 2023

**DPSM 0103 –PRINCIPLES OF PROCUREMENT**

**TIME 3 HOURS**

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### INSTRUCTIONS

- 1. Do not write anything in this question paper*
- 2. Answer Question ONE and any other THREE questions*

### QUESTION ONE

- a) State and explain the rights of procurement (10 marks)
- b) Discuss the main reasons why negotiations is important in procurement (15 marks)

### QUESTION TWO

- a) List and explain five main areas of procurement audit (10 marks)
- b) State the main objectives of material control (5 marks)

### QUESTION THREE

- a) What are the main specific procedures and steps in the procurement of goods services and work? Highlight and explain the steps. (10 marks)
- b) Explain the factors that are considered in making a decision of either to make or buy some material for an organization. (5 marks)

#### **QUESTION FOUR**

Briefly discuss the steps which are involved in negotiation

(15 marks)

#### **QUESTION FIVE**

a) Discuss the main factors considered when selecting a supplier

(12 marks)

b) Highlight three challenges of E-procurement in the supply chain

(3 marks)