



SCHOOL OF PROFESSIONAL STUDIES

BACHELOR OF BUSINESS ADMINISTRATION

**UNIT CODE BAP300: UNIT NAME: PURCHASING AND COMMERCIAL
ENVIRONMENT**

AUGUST-DECEMBER, 2018 END SEMESTER EXAM – 2 HOURS

Instructions Answer question one (COMPULSORY) and any other two questions

Question one

- a) Discuss any other two functions in an organizations and how they relate with the procurement function in an organization (10 marks)
- b) Evaluate five similarities between Manufacturing and Service Operations (10 marks)
- c) Differentiate between strategies and tactics in procurement (4 marks)
- d) Describe any three types of inventory an organization can have? (6 marks)
- e) Discuss five objectives of inventory management (10 marks)

Question two

- a) Ethics are guidelines or rules of conduct by which one aims to live or practice. As a professional procurement manager explain five ethical standards expected in the work place (10 marks)
- b) Choosing a process that best supports an organization's flow strategy is one of the first decisions a manager makes in order to design a well-functioning procurement. Explain any four types of sourcing decisions which managers can make. (5 marks)

Question three

- a) Environment scanning is the considering of events and trends that present either threats or opportunities for the organization. Explain five external factors that an organization can consider to remain competitive in the market. (10 marks)
- b) Explain the relationship between procurement strategy and corporate strategy (5 marks)

Question four

- a) Explain the five “R’s” that procurement endeavors to achieve (5 marks)
- b) Core competencies are those special attributes or abilities possessed by an organization that gives it a competitive edge and relate to the ways that organizations compete.
Explain five areas in which organizations can achieve a competitive edge. (10 marks)

Question five

- a) Describe the steps which a procurement manager should undertake in order to obtain the required quality of materials (10 marks)
- b) Explain any five ways in which costs can be controlled in a supply chain. (5 marks)