



Scott Christian UNIVERSITY

SCHOOL OF PROFESSIONAL STUDIES

BACHELOR OF BUSINESS ADMINISTRATION

UNIT CODE/NAME: BAP 300 PURCHASING AND THE COMMERCIAL ENVIRONMENT

September- December 2019/2020 End Semester Exam

- Time: 2 Hours

Instructions: Answer Question ONE (Compulsory) and any other TWO questions.

QUESTION ONE

- a) Explain the relationship between procurement strategy and corporate strategy **(5 Marks)**
- b) Explain the five “R’s” that procurement endeavors to achieve **(5 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) Explain five external factors that an organization can consider to remain competitive in the market. **(10 Marks)**

QUESTION TWO

- a) 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. Highlight five areas in which organizations can achieve a competitive edge. **(5 Marks)**
- b) 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)**

QUESTION THREE

- a) Discuss five objectives of inventory management **(10 Marks)**
- b) Discuss any other two functions in an organizations and how they relate with the procurement function in an organization **(5 Marks)**

QUESTION FOUR

- a) 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)**
- b) Explain five similarities between Manufacturing and Service Operations **(10 Marks)**

QUESTION FIVE

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