



MACHAKOS UNIVERSITY

University Examinations for 2016/2017 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

**DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT
SCIENCES**

**FIRST YEAR SECOND SEMESTER EXAMINATION FOR DIPLOMA IN BUSINESS
MANAGEMENT**

DPS 109: SUPPLIES AND LOGISTICS MANAGEMENT

DATE: 6/6/2017

TIME: 11:00 – 1:00 PM

INSTRUCTIONS

Answer Question One and Any Other Two Questions

1.
 - a) Define the following terms as applied in procurement.
 - i) Material Management
 - ii) Supplies
 - iii) Logistics
 - iv) Management
 - v) Purchasing (10 marks)
 - b) Differentiate between a stock yard and a warehouse. (4 marks)
 - c) Highlight five functions of the user department in an organization (5 marks)
 - d) Highlight the factors that a store keeper should consider when setting the minimum stock level in his operations. (5 marks)
2.
 - a) Highlight ways in which an organization would reduce costs related to packaging of material requirements (12 marks)

Examination Irregularity is punishable by expulsion

- b) Explain four preparatory measures that a store keeper is required to undertake before carrying out stock location activities (8 marks)
- 3. a) Highlight six methods of issues that an organization can adopt in its operations. (12 marks)
b) Describe four different classes of materials found in a warehouse. (8 marks)
- 4. a) Highlight five reasons why an organization holds stock. (10 marks)
b) Explain five procurement activities that should be centralized in an organization (10 marks)
- 5. a) Highlight the nature of information that should share between different departments in the organization. (12 marks)
b) Highlight four reasons why an organization should inspect material before receiving them to the organization. (8 marks)



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**FIRST YEAR SECOND SEMESTER EXAMINATION FOR DIPLOMA IN SUPPLY
CHAIN MANAGEMENT**

DPS 110: PURCHASING PRINCIPLES AND TECHNIQUES

DATE: 5/6/2017

TIME: 11:00 – 1:00 PM

INSTRUCTIONS

Answer Question One and Any Other Two Questions

1.
 - a) Highlight five objectives of the purchasing function in an organization (5 marks)
 - b) States four benefit of an organization adopting existing standards in it's operation (4 marks)
 - c) List five factors an organization should consider when determining where to obtain material requirements (5 marks)
 - d) Define 1. Distributive negotiation
2. Collaborative negotiation (4 marks)
 - e) Highlight four pricing strategies that an organization can adopt in its operations (4 marks)
 - f) Give examples of fraud related to procurement in organizations today. (4 marks)

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- g) Define the following terms as used in procurement.
- i. Specification.
 - ii. Standard.
 - iii. Standardization.
 - iv. Total Quality Management.
2. a) Machakos University is in the process of receiving materials from a supplier as a procurement expert, explain six quality dimensions the storekeeper should check before accepting the materials. (12 marks)
- b) Explain how an accurate specification from the buying organization would enhance goodwill relationship between the buyer and supplier. (8 marks)
3. a) Describe the steps followed when carrying out value engineering process. (10 marks)
- b) One of the steps in the negotiation process is the post negotiation stage. Explain the nature of activities that take place in this stage. (10 marks)
4. a) Explain six approaches that can be used to ensure that TQM is successfully implemented (12 marks)
- b) Explain how restrictive and collusive behaviors of suppliers in a market would affect the pricing of materials in an organization. (8 marks)
- 5 a) Highlight five basis of supplier appraisal and selection. (10 marks)
- b) Explain the circumstances when it is deemed necessary to carry out the value analysis process to an organization products (10 marks)



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FIRST YEAR FIRST SEMESTER EXAMINATION FOR CERTIFICATE IN BUSINESS
MANAGEMENT

CPS 101: PURCHASING ELEMENTS

DATE: 5/6/2017

TIME: 11:00 – 1:00 PM

INSTRUCTIONS

Answer Question One and Any Other Two Questions

1.
 - a) State five purchasing activities that can be computerized. (5 marks)
 - b) Define the term code of ethics as used in purchasing (2 marks)
 - c) Highlight five disadvantages of sourcing materials requirements from the local market (5 marks)
 - d) Define the following terms as used in purchasing
 - i. Specification
 - ii. Standard
 - iii. Standardization

SECTION B: ANSWER ANY OTHER TWO QUESTIONS

2.
 - a) Highlight the shortcomings of computerizing the procurement activities. (10 marks)
 - b) Highlight four measures an organization can put in place to ensure that its employees adhere to set code of ethics. (10 marks)

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3.
 - a) Explain six factors that a buyer should consider before deciding on where to purchase materials requirements. (12 marks)
 - b) Describe four bases of standardizing materials requirements in an organization. (8 marks)
4.
 - a) Highlight five methods that an organization can used to specify it's materials requirements (10 marks)
 - b) Highlight the nature of relationship that should exist between purchasing department and finance department. (10 marks)
5.
 - a) Describe the steps followed when purchasing material requirements. (12 marks)
 - b) Explain the functions of the user department in an organization (8 marks)