



# **MACHAKOS UNIVERSITY COLLEGE**

**(A Constituent College of Kenyatta University)  
University Examinations for 2015/2016 Academic Year**

**SCHOOL OF BUSINESS AND ECONOMICS**

**DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT  
SCIENCES**

**.....SEMESTER EXAMINATION FOR DEGREE IN BACHELOR OF  
COMMERCE**

**BMS 322: GENERATION OF REQUIREMENTS**

**Date:**

**Time:**

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## **INSTRUCTIONS**

**Answer Question One and Any Other Two Questions**

### **QUESTION ONE**

- a) Describe the process of raising purchase requisitions and highlight the importance of specifications in this exercise (6 marks)
- b) Often organizations decide to make, instead of buying to fulfill certain needs. Describe the steps involved in the make or buy decision. (6 marks)
- c) Describe the importance of a procurement plan, particularly in the public sector. (6 marks)
- d) What are the roadblocks and benefits of standardization in procurement (6 marks)
- e) Describe the new product development process (6 marks)

### **QUESTION TWO**

- a) Describe the process of developing specifications in an organization (10 marks)

- b) Early supplier involvement allows the organization certain benefits during new product development. Explain this phenomenon (10 marks)

### **QUESTIONS THREE**

- a) Describe the various methods used in communicating material needs. (10 marks)  
b) Identify and describe the various types of standards. (10 marks)

### **QUESTION FOUR**

- a) Describe the role of purchasing in new product development (6 marks)  
b) Describe the process of developing a good purchasing descriptions (6 marks)  
c) Discuss various approaches to specifications (8 marks)

**Question five????????????????????**