



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

SECOND SEMESTER EXAMINATION FOR CERTIFICATE IN SUPPLY CHAIN MANAGEMENT

CPS 102: INTRODUCTION TO DISTRIBUTION MANAGEMENT

Date: 30/11/2015

Time: 8:30 – 10:30 AM

INSTRUCTIONS;

Question One is Compulsory. Answer Any Other Two Questions.

1. a) Define the following terms as applied in distribution management
 - (i) materials management
 - (ii) Logistics management
 - (iii) Distribution management (6 marks)
- b) List five functions that comprise distribution management. (5 marks)
- c) State two main focus of distribution management. (2 marks)
- d) Explain five factors that determine the type of material handling to adopt in distribution management. (5 marks)
- e) State six methods of disposing off unwanted stock in a distribution channel. (6 marks)

- f) Highlight six security measures that an organization can put in place to reduce loss of materials in a distribution channel. (6 marks)
2. a) Explain five objectives that an organization should attain in a distribution channel. (10 marks)
- b) Highlight the benefits that accrue to an organization from using an efficient distribution channel. (10 marks)
3. a) On checking the materials in a warehouse the storekeeper realized that the products were damaged. Explain the possible causes for the damages to the products. (12 marks)
- b) Outline the disadvantages of adopting manual material handling system to an organization. (8 marks)
4. a) Explain the importance of insuring goods in distribution process. (10 marks)
- b) Describe the benefits of disposing off of unwanted materials in the organization (10 marks)
5. a) Explain the environmental factors that any considered when designing a distribution channel. (10 marks)
- b) Highlight ways in which an organization would tackle the issue of transport security in distribution. (10 marks)