



# MURANG'A UNIVERSITY OF TECHNOLOGY

## SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF COMMERCE

UNIVERSITY POSTGRADUATE EXAMINATION

2022/2023 ACADEMIC YEAR

**FIRST YEAR SECOND SEMESTER EXAMINATION FOR DOCTOR OF  
PHILOSOPHY IN BUSINESS ADMINISTRATION**

BCP 720– PROCUREMENT MANAGEMENT

DURATION: 3 HOURS

**Instructions to candidates:**

1. Answer Any Four questions.
2. Mobile phones are not allowed in the examination room.
3. You are not allowed to write on this examination question paper.

### **QUESTION ONE (25 MARKS)**

- a) Discuss any five fundamentals objective of the materials management function. (10marks)
- b) Briefly discuss each of the seven period in the Evolution of purchasing and supply management.  
What do you forecast for the future? (7marks)
- c) Elaborate four factors to consider when sourcing globally. (8marks)

### **QUESTION TWO (25 MARKS)**

- a) Evaluate four key issues involved when making sourcing decisions. (8marks)
- b) Elaborate the seven stages of procurement negotiation and why they matter. (7marks)
- c) Discuss supplier selection and evaluation matters. (10marks)

### **QUESTION THREE (25 MARKS)**

- a) Discuss 5 reasons why organization maintain raw material inventory. (10marks)
- b) Evaluate 5 key components in e-procurement. (10marks)
- c) Elaborate 5 fundamental principles of public procurement. (5marks)

### **QUESTION FOUR (25 MARKS)**

- a) Discuss five challenges of global procurement. (10marks)
- b) Evaluate five reasons why a business evaluates supplier performance. (10marks)
- c) Highlight five common factors that illustrate a good negotiator. (5marks)

### **QUESTION FIVE (25 MARKS)**

- a) Discuss five top technology trends in procurement. (10marks)
- b) Argue five traits to look for in potential suppliers. (10marks)
- c) Highlight five e- procurement benefits. (5marks)