



Murang'a University College

DEPARTMENT OF COMMERCE

Bachelor of Science (HRM) & Bachelor of Purchasing and Supplies Management

MAIN CAMPUS

SEMESTER II & I

HPS 2101: PRINCIPLES OF PROCUREMENT

DATE:

TIME: 2 HOURS

INSTRUCTIONS: ANSWER QUESTION 1 (COMPULSORY) AND ANY OTHER 2

QUESTION 1

- a) Define and differentiate procurement and purchasing (10 marks)
- b) Explain the six rights of procurement (12 marks)
- c) Highlight four major objectives of procurement (8 marks)

QUESTION 2

- a) Discuss the critical issues to consider before unloading goods received from suppliers (10 marks)
- b) Outline and briefly explain the main contents of a purchase order (10 marks)

QUESTION 3

- a) Briefly discuss the main stages of procurement cycle (10 marks)
- b) Highlight the principles of procurement professional ethics (10 marks)

QUESTION 4

- a) Explain briefly the main aspects to consider while selecting a supplier (10 marks)
- b) Distinguish local and global sourcing giving advantages of each (10 marks)

QUESTION 5

- a) Discuss the objectives of negotiation for procurement (10 marks)
- b) Compare adversarial and collaborative supplier negotiations (10 marks)



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DEPARTMENT OF COMMERCE
Bachelor of Purchasing and Supplies Management

MAIN CAMPUS

SEMESTER I

HPS 2104: SUPPLIES AND MATERIALS MANAGEMENT 1

DATE:

TIME: 2 HOURS

INSTRUCTIONS: ANSWER QUESTION 1 (COMPULSORY) AND ANY OTHER 2

QUESTION 1

- a) Define materials management (5 marks)
- b) What is materials specification? (5 marks)
- c) Highlight five major objectives of materials management (10 marks)
- d) Outline advantages of materials and supplies standardization (10 marks)

QUESTION 2

- a) Discuss the contents of store audit under the supplies and materials management (15 marks)
- b) Highlight advantages of perpetual inventory system (5 marks)

QUESTION 3

- a) Briefly discuss the JIT inventory philosophy (10 marks)
- b) Highlight benefits of Total Quality Management (TQM) (10 marks)

QUESTION 4

- c) Explain briefly the situation when supplier appraisal is essential (10marks)
- a) Discuss stores policies and procedures (10 marks)

QUESTION 5

- a) Outline and explain different types of contracts under purchasing decisions and policies (10 marks)
- b) Discuss different types of costs under cost analysis of materials and supplies (10 marks)



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DEPARTMENT OF COMMERCE

HBC2102 : INTRODUCTION TO BUSINESS

DATE:

TIME:

INSTRUCTIONS

1. Answer question ONE and any other TWO
2. Time Allowed 2 HOURS

- Q.1.** (a) Define the term “ Business” and explain its role in the society (12 marks)
- (b) Explain the major characteristics of a service (8 marks)
- (c) What are the major contribution of protestant ethic in the history of business (6 marks)
- (d) Explain the role of marketing in business (4 marks)
- Q.2.** Profit is not the major goal of business. Discuss. (20 marks)
- Q. 3.** (a) What is a business environment? (5 marks)
- (b) Using suitable examples, discuss the components of both “internal” and “external “ business environment. (15 marks)
- Q.4.** (a) Differentiate between a sole proprietorship and Partnership forms of organizations (8 marks)
- (b) Discuss the major advantages of franchising in the modern conduct of business. (12 marks)
- Q. 5** (a) What is a “ Social Responsibility “ as used in the conduct of a business. (5 marks)
- (b) Discuss the various views presented by various managers regarding the “ Social Responsibility” concept. (15 marks)