



The Co-operative University of Kenya

SPECIALS AND SUPPLEMENTARY EXAMINATION AUGUST-2019

**EXAMINATION FOR THE DIPLOMA IN PURCHASING AND SUPPLIES
MANAGEMENT**

UNIT CODE: DMPS 1201

UNIT TITLE: TACTICS AND OPERATIONS IN PURCHASING

DATE: 27TH AUGUST, 2019

TIME: 11:30 AM – 1:30 PM

INSTRUCTIONS:

- Answer question **ONE (compulsory)** and any other **TWO** questions

QUESTION ONE

- (a) Discuss the challenges facing early supplier involvement to an organization. (10 Marks)
- (b) Explain the relationship between an organization and its suppliers. (10 Marks)
- (c) Describe the situations in which supplier appraisal is appropriate. (10 Marks)

QUESTION TWO

Using relevant examples, discuss the procurement process/cycle. (20 Marks)

QUESTION THREE

- (a) Explain the skills needed by a negotiator. (10 Marks)
- (b) Discuss the types of negotiations available. (10 Marks)

QUESTION FOUR

- (a) Describe the principles of Total Quality Management. (10 Marks)
- (b) Discuss the costs related to Quality. (10 Marks)