



The Co-operative University of Kenya
END OF SEMESTER EXAMINATIONS AUGUST-2018

EXAMINATION FOR THE DIPLOMA IN PURCHASING AND SUPPLIES
(YR * SEM *)

UNIT CODE: CMPS 1103

UNIT TITLE: STRATEGIC PURCHASING AND SUPPLIES MANAGEMENT

DATE: 24TH AUGUST, 2018

TIME: 9:00 AM – 11:00 AM

INSTRUCTIONS:

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

QUESTION ONE

- (a) Describe any **FIVE** critical tasks performed by a strategic purchasing function in an organization of your choice (10 Marks)
- (b) One of the most commonly used purchasing structures is a centralized purchasing structure. Explain any **FIVE** merits of a purchasing entity embracing a centralized purchasing structure (10 Marks)
- (c) Examine any **FIVE** costs that a business enterprise may incur on day to day purchasing activities encounter (10 Marks)

QUESTION TWO

- (a) The duties of purchasing staff vary from one sector of business to another. Enumerate any **FIVE** duties of purchasing staff that are common to all the sectors of business (10 Marks)
- (b) Thinking about an organization that you are familiar with and using SWOT analytical tool, highlight any **FIVE** strengths that an efficient purchasing organization would exhibit (10 Marks)

QUESTION THREE

- (a) Examine any **FIVE** core competences or key resources required for the successful implementation of a purchasing strategy in a company (10 Marks)
- (b) Analyze any **FIVE** features of a good vision of a purchasing strategy (10 Marks)

QUESTION FOUR

- (a) Boston Consulting Group (BCG) is a very useful tool in analyzing product portfolio in the market. Explain the components of this tool (10 Marks)
- (b) Enumerate any **FIVE** purchasing strategies you would embrace to ensure that the suppliers deliver materials on time, in full and error free (10 Marks)

QUESTION FIVE

- (a) Evaluate any **FIVE** factors you would put into account in determining the right purchasing structure of an organization (10 Marks)
- (b) Explain any **FIVE** benefits of carrying out a benchmarking exercise (10 Marks)