PAN AFRICA CHRISTIAN UNIVERSITY

SCHOOL OF LEADERSHIP, BUSINESS AND TECHNOLOGY

END OF SEMESTER EXAMINATION FOR

DIPLOMA IN PURCHASING AND SUPPLIES MANAGEMENT

JANUARY – APRIL 2026

CAMPUS: ROYSAMBU

DEPARTMENT: BUSINESS STUDIES

COURSE CODE: DSM202

COURSE TITLE: PUBLIC PROCUREMENT

EXAM DATE: TBA

TIME: TBA

INSTRUCTIONS

Question 1(30mks)

A university plans to procure laboratory equipment worth KES 10 million. The procurement department must ensure transparency, cost effectiveness, and quality.

a) Explain the **procurement planning process** the university should follow(10mks)
b) Discuss **five criteria** that should be used to evaluate suppliers(10mks)
c) Explain how **ICT can support the procurement process**(10mks)

Question 2

a) Discuss the five phases of having an effective Buyer-supplier negotiation (5mks)
b) Discuss at least five negotiation tactics that can be used in a procurement negotiation(5mks)

Question 3

a) Discuss five factors that influence the make-or-buy decision (5mks)
b) Explain the risks associated with outsourcing procurement activities(5mks)

Question 4

a) Discuss five advantages of using ICT in procurement(5mks)
b) Identify challenges associated with implementing e-procurement systems (5mks)

Question 5

a) Identify five unethical practices in procurement (5mks)
b) Discuss measures organizations can take to promote ethical procurement practices (5mks)