



GRETSA UNIVERSITY - THIKA

**UNIVERSITY EXAMINATIONS
JANUARY – APRIL 2019 SEMESTER**

CERTIFICATE IN PURCHASING AND SUPPLY MANAGEMENT

COURSE CODE: CIPS 001

**COURSE TITLE: FUNDAMENTALS OF PURCHASING AND
SUPPLY MANAGEMENT**

DATE: 8 APRIL 2019

TIME: 11.30 AM – 1.30 PM

INSTRUCTIONS TO CANDIDATES

1. SECTION A IS **COMPULSORY**.
2. SECTION B: ANSWER ANY OTHER **THREE** QUESTIONS.
3. **DO NOT** WRITE ANYTHING ON THIS QUESTION PAPER AS IT WILL BE AN EXAM IRREGULARITY.
4. ALL ROUGH WORK SHOULD BE AT THE BACK OF YOUR ANSWER BOOKLET AND CROSSED OUT.

CAUTION: *All exam rooms are under CCTV surveillance during the examination period.*

SECTION A: COMPULSORY

Question One

- a) Differentiate between a supply chain and a value chain. [4 marks]
- b) What is the relationship between purchasing management and procurement? [4 marks]
- c) Describe the five main stages undertaken in the purchasing process. [10 marks]
- d) What are the three major types of purchase orders? [6 marks]
- e) Describe three activities that take place in a supply chain umbrella. [6 marks]
- f) Outline any five functions of supply management to a business. [10 marks]

SECTION B: ANSWER ANY THREE QUESTIONS

Question Two

- a) Describe the four common types of purchases in supply management. [8 marks]
- b) Differentiate between a supply chain and a value chain. [4 marks]
- c) Explain the four enablers of purchasing and supply chain management. [8 marks]

Question Three

- a) Describe the major differences between centralized purchasing and decentralized purchasing. [10 marks]
- b) Highlight the advantages and disadvantages of centralized purchasing. [10 marks]

Question Four

- a) Identify at least five common elements in the supply and value chains. [10 marks]
- b) Describe any five key drivers that will lead to a lean supply chain. [10 marks]

Question Five

- a) Define the term purchasing. [2 marks]
- b) Purchasing and supply is important to an organization. Identify any four objectives of purchasing and supply in an organization. [8 marks]
- c) Briefly explain the objectives of purchasing and supply in an organization. [10 marks]