

**UNIVERSITY OF BOLTON**

**OFF CAMPUS DIVISION**

**IDM BOTSWANA**

**BSC (HONS) SUPPLY CHAIN  
MANAGEMENT (TOP UP)**

**SEMESTER 2 EXAMINATION 2018/2019**

**PROCUREMENT MANAGEMENT**

**MODULE NO. SCM6002**

Date: 26 April 2019

Time: 3 Hours

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**INSTRUCTIONS TO CANDIDATES:**

There are 6 questions on this paper.

Answer 4 questions.

All questions carry equal marks.

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1. Justify to your Senior Management, under the headings of **financial**, **environmental** and **employee relations**, why it is important for your airline to appraise its potential aviation fuel supplier prior awarding a major fuel supply contract.

**(25 marks)**

2. Answer all the sub-parts to this question.

- a. Provide a working definition of 'Outsourcing' (3 marks)

- b. In recent times the government's strategy has been to outsource major services to other sectors. Critically analyse this decision by government highlighting the motives, merits and demerits of such a decision. (12 marks)

- c. Develop a model of measuring performance of an outsourced service provider of your choice, identifying the metrics, and methodology of carrying out such an exercise. (10 marks)

**(Total 25 marks)**

3. With the aid of well labelled diagrams, compare and contrast the use of the Supply Positioning Model and Customer Preferencing Models in procurement and supply environment.

**(25 marks)**

4. Discuss circumstances in which a contract can come to an end. In each instance evaluate the implications to the buying organisation of such termination.

**(25 marks)**

5. Propose ways in which as a Procurement Manager in a Brewery, you can add value to your organisation through the adoption of "lean thinking".

**(25 marks)**

6. Suggest five different ways in which the procurement function can be organised and evaluate their effectiveness in meeting desired benefits.

**(25 marks)**

**END OF QUESTIONS**