

UNIVERSITY OF BOLTON
OFF CAMPUS DIVISION
INSTITUTE OF DEVELOPMENT MANAGEMENT
BOTSWANA

SEMESTER 2 EXAMINATION 2022/2023

BSc (HONS) LOGISTICS & SUPPLY CHAIN
MANAGEMENT

PROCUREMENT MANAGEMENT

MODULE NO. SCM6008

Date: 06 MAY 2023

Time: 08:00-10:00

INSTRUCTIONS TO CANDIDATES: There are SIX (6) questions on this paper.
Answer FOUR (4) questions.
All questions carry equal marks.

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1. Your organisation is drafting a procurement strategy for acquiring photocopying and print management services for the next 36 months period.
 - a. Identify 3 forces of the Porter's Five Forces Model and critically discuss how these could benefit your organisation in informing the strategy.

(15 marks)

- b. Critically discuss how your organisation would use the Kraljic's matrix to develop strategies for this category

(10 marks)

(Total 25 marks)

2. Van Weele identifies six stages of purchasing and supply model, being; transactional orientation; commercial orientation; purchasing coordination; internal integration; external integration; and value chain integration. Critically discuss (with industry examples) the primary focus of each stage, typical savings and purchasing organisation in any FIVE (5) of these stages.

(25 marks)

3. Using suitable examples critically discuss FIVE (5) ways through which a contract may be discharged.

(25 marks)

4. Sefalana, a major retail organisation, has a contract with a Third Party Logistics (3PL) company. Critically discuss FIVE (5) Key Performance Indicators Sefalana would include in a Service Level Agreement with its 3PL company, and how these could influence the achievement of economy, effectiveness and efficiency for Sefalana.

(25 marks)

Please turn the page

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5.

- a. With the aid of examples critically discuss how a tender evaluation matrix would be developed and used during a tendering exercise

(15 marks)

- b. Critically discuss the importance of conducting debriefing sessions with tender participants, proposing what would be included in the discussion and how it will be tackled.

(10 marks)

(Total 25 marks)

6. Under FIVE (5) headings, critically evaluate why an organisation may choose to practice multiple sourcing as opposed to sole sourcing.

(25 marks)

END OF PAPER