



**Strathmore**  
UNIVERSITY

**STRATHMORE INSTITUTE OF MANAGEMENT AND TECHNOLOGY  
DIPLOMA IN PROCUREMENT  
END OF SEMESTER EXAMINATION  
DPR 1204: PROCUREMENT OF GOODS, SERVICES AND WORKS**

Date: Tuesday, 11<sup>th</sup> December 2018

Time: 2 Hours

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**Instructions**

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.

**QUESTION ONE**

- a) A procurement cycle displays all the stages involved in the procurement of goods, services and works.

**Required:**

Briefly describe any **TEN** stages in the procurement cycle.

**(30 Marks)**

- b) What do you understand by a **specification of goods**?

**(5 Marks)**

- c) Explain **FIVE** characteristics of **specifications of goods**.

**(15 Marks)**

**QUESTION TWO**

The procurement function has evolved from an administrative function to a strategic function.

**Required:**

Discuss **FIVE** contributions that a procurement function having a strategic role can make to an organisation.

**(25 Marks)**

**QUESTION THREE**

One of the primary objectives of a procurement system is to achieve better value for money.

**Required:**

Explain how a procuring entity might achieve better value for money when procuring of goods, services and works.

**(25 Marks)**

#### **QUESTION FOUR**

Outline **FIVE** differences between purchasing goods and purchasing services. **(25 Marks)**

#### **QUESTION FIVE**

Elaborate on **FIVE** procurement methods of goods, services and works. **(25 Marks)**

**(GRAND TOTAL: 100 MARKS)**