



**CHRISTIAN SERVICE UNIVERSITY COLLEGE  
KUMASI**

**DEPARTMENT OF MARKETING, LOGISTICS AND  
CORPORATE STRATEGY**

**BACHELOR OF BUSINESS ADMINISTRATION  
End of First Semester Examination, 2018/19 Academic Year**

**LEVEL 200**

**CSBP 267: PRINCIPLES OF PROCUREMENT AND SUPPLY CHAIN MGT**

**JULY, 2019**

**Time: 2 hours 30 mins**

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**General Instructions:** The paper is in **two (2) sections**; Section A and B. Answer **all questions** in sections A and any **Four (4)** from section B. All answers to section B should be written in the answer booklet provided.

*Examiner: Ahudey Eric*

**SECTION A (30 marks)**

**Instructions: Answer all questions in this section**

1. Excellent supply-chain measurement systems do more than just monitor internal functions. They adopt measures that apply to every link in the supply chain. Importantly, these measurement systems embrace both service and financial metrics, such as each account's through.....?
  - a. Accountability
  - b. Durability
  - c. Profitability
  - d. Suitability
  - e. Affordability
  
2. The purpose of specification are all the following except;
  - a. Provide evidence, in the event of a dispute, of what the purchaser required and what the supplier agreed to provide.
  - b. compare what is actually supplied with the requirements in terms of purpose, quality and performance stated in the specification
  - c. Provide energy and relative functions to the organization
  - d. communicate the requirements of a user or purchaser to the supplier
  - e. indicate fitness for purpose or use
  
3. The success or failure of an Organization depends on how competitive and different the product and/or services it offers compare to those of its.....
  - a. Counterparts
  - b. Competitors
  - c. Company's
  - d. Industries
  - e. All of the above
  
4. It is favourable that the goods/services are appropriate and that they are procured at the best possible cost to meet the needs of the purchaser in terms of the following except.....?
  - a. Location
  - b. Quantity
  - c. Time
  - d. Quality
  - e. Pricing
  
5. The process by which the Government (state institutions) purchases goods, works and services using public funds is term as.....
  - a. Private procurement
  - b. Procurement
  - c. Public procurement
  - d. Supply chain
  - e. Management procurement
  
6. Public procurement has a direct impact on:
  - a. the successful delivery of government projects and public services

- b. sound public financial management by achieving value for money in government expenditure
- c. reducing corruption
- d. encouraging private sector growth and investment
- e. all of the above

7. Procurement cycle does not include;

- a. storing
- b. distribution
- c. selling
- d. planning
- e. disposal

8. Changing inventory policies can dramatically alter the supply chain's efficiency and .....

- a. Responsiveness
- b. Quantity
- c. Productivity
- d. Reliability
- e. Certainty

9. .... is the choice of who will perform a particular supply chain activity such as production, storage, transportation, or the management of information. At the strategic level, these decisions determine what functions a firm performs and what functions the firm out-sources.

- a. External sources
- b. Internal sources
- c. Supply chain
- d. Sourcing
- e. All of the above

10. How do we achieve value for money (VFM).

- a. VFM is a critical measure of the effectiveness of the procurement process, its outputs and outcomes
- b. Achieving VFM requires a strategic and integrated approach to procurement
- c. There are also major capacity building implications
- d. If the Act and Regulations are not followed then VFM may be compromised.
- e. All of the above

11. The process of holding an individual(s) or an organisation fully responsible for all aspects of the procurement process over which they exert authority is term as.....

- a. Competitiveness
- b. Accountability
- c. Reliability
- d. Productivity
- e. None of the above

12. The right time to buy will be influenced by the following factors except

- a. Customer demand
- b. Availability
- c. Flexibility

- d. Procurement policies
- e. Market conditions

13. The drivers interact with each other to determine the supply chain's performance in terms of responsiveness and.....?

- a. Efficiency
- b. Solvency
- c. Effectiveness
- d. Equity
- e. All off the above

14. A good specification should state the requirements.....

- a. Ambiguously
- b. Clearly
- c. Counter
- d. Tough
- e. None of the above

15..... is the application of value analysis techniques to new products, services, processes or systems commencing with the conceptual or design stage.

- a. Value engineering
- b. Value processing
- c. Value management
- d. Value making
- e. All of the above

16. The Supply Chain Management Program integrates topics from manufacturing operations, purchasing, transportation, and physical distribution into a .....

- a. Dynamic program
- b. Unified program
- c. Static program
- d. Modify program
- e. None of the above

17. The integrated planning process helps to find solutions that best match clients requirements and the technical demands of the problem". Which of these scholars proposed this?

- a. Dr Joachim Miebach
- b. Dr Joachim
- c. Dr Joachim Macar
- d. Dr Gregory
- e. None of the above

18. The best companies around the world are discovering a powerful new source of competitive advantage. It's called supply-chain management and it encompasses all of those integrated activities that bring product to market and create.....?

- a. Competitors
- b. Consumption
- c. Satisfied goods
- d. Capital
- e. Satisfied customers

19. Within the organisation, the supply chain refers to a wide range of functional areas. These include Supply Chain Management-related activities such as inbound and outbound transportation, warehousing, and.....

- a. Inventory store
- b. Inventory control
- c. Management control
- d. Staff control
- e. All of the above

20. Sourcing, procurement, and supply management fall under the.....

- a. Supply-chain
- b. Supply-chain umbrella
- c. Supply management
- d. Supply control
- e. None of the above

21. One of the best definitions of supply-chain management offered to date comes from Bernard J. (Bud) LaLonde, professor emeritus of Supply Chain Management at.....

- a. Ohio State University
- b. Harvard university
- c. Oxford university
- d. Cambridge university
- e. Christian university

22. In examining the logistical and cross-functional drivers of supply chain performance include all the following except;

- a. Facilities
- b. Transportations
- c. Sourcing
- d. Organization
- e. information

23. A high-efficiency distributor would have fewer warehouses to increase efficiency despite the fact that practice will reduce

- a. Responsiveness
- b. Activity
- c. Sanctity
- d. Solvency
- e. All the above

24. Pricing affects the..... of the buyer of the good or service, thus affecting supply chain performance

- a. Selling
- b. Auction
- c. Behavior
- d. Duty
- e. None of the above

25. The low variety and stable replenishment orders allow furniture manufacturers in Asia to focus on .....

- a. Effectiveness

- b. Efficiency
- c. Products
- d. Pricing
- e. Capital

26. Organisations are now focusing on the Purchasing and Supply function to buy at the 'best' possible prices and timely delivery of raw materials, components and services to support the .....

- a. Business
- b. Citizens
- c. Core operations
- d. Organization
- e. Managements

27..... is the acquisition of both goods works and services with the sole aim of achieving value for money. The definition embraces not only buying goods, but also the hiring of contractors and consultants.

- a. Supply-chain
- b. Management supply
- c. Supply-chain management
- d. Procurement
- e. None of the above

28. Public procurement has both economic and .....Impact

- a. Social
- b. Cultural
- c. Mutual
- d. Organizational
- e. All the above

29. Which of the following is a method of disposal.....

- a. Transfer to other public entities
- b. Sale by public tender to the highest tenderer
- c. Sale by public auction
- d. Destruction, dumping or burying appropriate
- e. all of the above

30..... It is the discipline whereby educated, experienced and responsible procurement officers make informed decisions regarding purchase operations.

- a. Socialism
- b. Professionalism
- c. Education
- d. Institution
- e. obligation