



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ECONOMICS MARKETING AND ENTREPRENEURSHIP

EXAMINATION PAPER

COURSE CODE : CPS 111

COURSE TITLE : Principles of procurement

SPECIAL REQUIREMENTS : NO SPECIAL REQUIREMENTS

DURATION : 3 Hours

LEVEL : 1:1

DATE : 11 JUN 2024

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer **ANY FOUR (4)** questions.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []
5. Use of practical examples where necessary is encouraged

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Discuss any five stages one should follow when conducting a negotiation meeting.

[25 Marks]

QUESTION 2

Advise a multinational organisation by providing five reasons on the best procurement structure to adopt for efficiency.

[25 Marks]

QUESTION 3

Advise a public procurement professional on the best procurement method to drive value for money in any procurement proceeding.

[25 Marks]

QUESTION 4

Compare and contrast centralized and decentralized procurement structures.

[25 Marks]

QUESTION 5

Giving examples, explain the involvement of purchasing at strategic, tactical and operational level.

[25 Marks]

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