



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ECONOMICS, MARKETING AND ENTREPRENEURSHIP

EXAMINATION PAPER

**MODULE CODE** : CPS111  
**MODULE TITLE** : Principles of Procurement  
**DURATION** : 3 Hours  
**LEVEL** : 2.1  
**DATE** : 12 FEB 2025

**INSTRUCTIONS TO CANDIDATES:**

1. No cell phones are allowed in the examination venue.
2. Use of silent, non-programmable calculators is allowed  
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. Show all workings, where applicable.

### QUESTION ONE

- (i) Compare and contrast the essence of centralized and decentralized procurement in any organization of your choice. **[10 Marks]**
- (ii) Explain five key stages in the development of a procurement strategy. **[15 Marks]**

### QUESTION TWO

- a. Explain five characteristics of purchasing management. **[10 Marks]**
- b. Giving examples, explain the involvement of purchasing at:
- (i) Strategic **[5 Marks]**
  - (ii) Tactical and **[5 Marks]**
  - (iii) Operational level. **[5 Marks]**

### QUESTION THREE

Advise a public procurement professional on the best procurement method to drive value for money in any procurement proceeding. **[25 Marks]**

### QUESTION FOUR

- a. Compare and contrast reactive and pro-active procurement. **[5Marks]**
- b. Explain the following in reference to the procurement cycle:
- (i) Specifications **[5 Marks]**
  - (ii) Supplier analysis **[5 Marks]**
  - (iii) Negotiation **[5 marks]**
  - (iv) Supplier relationships **[5 Marks]**

### QUESTION FIVE

"New millennium has unfolded with the changing role of procurement". Discuss any five notable changes to procurement's responsibilities that have awarded it a strategic position in business decision making process. **[25 Marks]**