



**ZIMBABWE EZEKIEL GUTI UNIVERSITY**

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**FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING**

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**DEPARTMENT OF ECONOMICS AND BUSINESS SCIENCES**

**EXAMINATION PAPER**

**COURSE CODE** : CEN206  
**COURSE TITLE** : STRATEGIC SOURCING  
**DURATION** : 3 Hours  
**DATE** : 30 May 2019

**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 [ ]

### **Question 1**

Using relevant examples critically discuss four key factors critical to validation of a procurement contract.

**[Total 25 marks]**

### **Question 2**

As an emerging university examine the benefits of outsourcing programs and or activities to ZEGU. Outline the likely risks the institution would encounter on this issue. [Total 25 marks]

### **Question 3**

Using practical examples explain why strategic supplier relationships become more important now than ever has.

**[25 Marks]**

### **Question 4**

The procurement officer of ZEGU wishes to implement a new Sourcing strategy for its materials. Advise the officer on the Supply Chain Sourcing Strategy Framework which will guide the office on how they should pursue this and the subsequent stages involved in the process. **[25 marks]**

### **Question 5**

To help initiate and prepare for the introduction of a Strategic sourcing process, propose the types and sources of data which can be used to assess:

- (a) Current market conditions of a supply market. **(13 marks)**
- (b) Commercial issues that have been experienced with current suppliers. **(12 marks)**

**[Total 25 marks]**