



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING

DEPARTMENT OF BUSINESS ADMINISTRATION AND MANAGEMENT

EXAMINATION PAPER

COURSE CODE : CPS 101

COURSE TITLE : PRINCIPLES OF PROCUREMENT

SPECIAL REQUIREMENTS: NO SPECIAL REQUIREMENTS

DURATION : 3 Hours

LEVEL : 1.1

DATE : 22 MAR 2021

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

Evaluate the benefits of e-procurement.

(25 Marks)

Question 2

Evaluate how procurement would affect wider operations in the organisations today.

(25 Marks)

Question 3

Examine the key drivers of supply chain within the supply chain fraternity using the relevant theories.

(25 Marks)

Question 4

'It is argued that supply chain ends and starts with the customer'. Discuss this assertion.

(25 Marks)

Question 5

a) Examine any two types of negotiation styles.

(10 Marks)

b) Explain the following terms used in supply chain management

i) New Class of Purchase

(5 Marks)

ii) Modified rebuy

(5 Marks)

iii) Straight buy or Standard buy

(5 Marks)

END