



PAMIBIA UNIVERSITY
OF SCIENCE AND TECHNOLOGY

FACULTY OF COMMERCE, HUMAN SCIENCE AND EDUCATION
DEPARTMENT OF MARKETING AND LOGISTICS

QUALIFICATION : BACHELOR OF LOGISTICS AND SUPPLY CHAIN MANAGEMENT HONOURS	
QUALIFICATION CODE: 08LSCH	LEVEL: 8
COURSE CODE: PSS811S	COURSE NAME: PROCUREMENT AND SUPPLIER RELATIONSHIP MANAGEMENT
SESSION: JUNE 2022	PAPER: THEORY
DURATION: 3 HOURS	MARKS: 100

FIRST OPPORTUNITY EXAMINATION QUESTION PAPER	
EXAMINER(S)	Mr. TANGI NEPOLO
MODERATOR:	Ms. ELISE THEOPHELUS

INSTRUCTIONS	
<ol style="list-style-type: none">1. Answer ALL the questions.2. Read all the questions carefully before answering.3. Number the answers clearly	

THIS QUESTION PAPER CONSISTS OF _4_ PAGES (Including this front page)

QUESTION 1: MULTIPLE CHOICE [5 MARKS]

Write the letter next to the correct answer.

1x5=5 Marks

- 1.1 Which of the below does not form part of the internal public procurement institutional structure?
- a) Procurement Committee
 - b) Bid evaluation committee
 - c) Review Panel
 - d) Accounting Officer
 - e) All of the above
- 1.2 The Namibian Public Procurement Act No. 15 of 2015 serves the following purposes:
- a) To provide for procurement methods
 - b) To regulate the government procurement of goods, works, and services, the letting or hiring of anything or the acquisition or granting of rights for or on behalf of, and the disposal of assets of, public entities
 - c) To establish the Procurement Policy Unit and the Central Procurement Board of Namibia and provide for their powers and functions
 - d) All of the above
 - e) (b) and (c)
- 1.3 One of the objectives of the Namibian Public Procurement act no 15 of 2015 is to promote integrity, accountability, transparency, competitive supply, effectiveness, efficiency, fair-dealing, responsiveness, informed decision-making, consistency, legality, and integration in the procurement of assets, works and services. In simple terms, it means to:
- a) Harmonise procurement policies, systems and practices & Harmonise procurement policies, systems and practices
 - b) Monitor compliance by public entities
 - c) Build procurement capacity in Namibia
 - d) (a) and (b)
 - e) All of the above
- 1.4 In a contract for purchase/sale of goods, which of the below is legally required to be reflected
- a) Supplier details
 - b) Delivery address
 - c) Banking Details
 - d) Quantity and price
 - e) All of the above
- 1.5 What is the benefit of collaborative relationship to the buyer?
- a) The buyer focuses attention on improving the relationship with key supplier
 - b) The supplier develops a high level of trust and confidence in the buyer.
 - c) The supplier should develop a high level of trust and confidence in the buyer.
 - d) (a) and (b)
 - e) All of the above

Sub Total: 5 Marks

QUESTION 2

(2x5=10 MARKS)

Fill in the missing words

2.1 _____ is the term used to describe the automation through web-enabled tools of many elements of the procurement process

2.2 _____ the process of seeking information, proposals, and quotations from suppliers. While this process can be verbal, quality and consistency is enhanced if the process is formalized as a written or electronic document.

2.3 _____ is a mechanism for obtaining the lowest price for the supply of a product or service. In an on-line reverse auction, suppliers can reduce their bids to win the business. Using web technology, suppliers connect to the procurement system to bid anonymously against each other.

2.4 _____ is the use of internet to make decisions and form strategies regarding how and where services or products are obtained.

2.5 _____ is an internet-based process whereby the entire bidding process; from marketing, submission, to receiving the bid-related information is done electronically.

2.6 _____ a process whereby organisations meet their needs for goods, services, works and utilities to achieve value for money on a whole life basis in terms of generating benefits not only to the organisation but also to society and the economy, while minimizing its carbon footprint.

2.7 _____ is the international standard that specifies requirements for an effective environmental management system (EMS). It provides a framework that an organization can follow, rather than establishing environmental performance requirements. EMS uses a continual improvement approach in achieving and demonstrating sound environmental performance.

2.8 _____ is the process of categorizing suppliers based on a defined set of criteria in order to identify key strategic suppliers with which to engage in SRM.

2.9 _____ is a process of formal communication, either face- to –face or electronically, where two or more people come together to seek mutual agreement about an issue or issues.

2.10 _____ refers to a general plan of action for achieving the firm's goals and objective.

Sub-total: 10 Marks

QUESTION 3**(15 MARKS)**

3.1 There are two commonly known approaches to SRM. Describe them and give one advantage or disadvantage for each. **(6 marks)**

3.2 Discuss any two potential challenges in implementing SRM. **(4 marks)**

3.3 Name 5 styles of negotiation. **(5 marks)**

Sub Total: 15 Marks**QUESTION 4****(15 MARKS)**

Procurement professionals must conduct the firm practices in the most appropriate ethical way. Failing to adhere to ethical practices can result in illegal and immoral practices. Assess five generic codes of ethics for procurement practitioners.

QUESTION 5**(15 MARKS)**

In all procurements, there are groups of standard procedures that are always defined. Name and evaluate any five (5).

QUESTION 6**(25 MARKS)**

Procurement teams, functions, departments, and or entities conduct regular market research on their suppliers; in the same way, you do research before buying a house. Several tools can be used to analyse the supply environment. Using PESTEL as a market analysis tool, analyse and discuss potential challenges faced by a supply environment of a product or service of your choice.

QUESTION 7**(15 MARKS)**

Explain any (5) five causes of poor contract management and their consequences.

Total Marks:100**END OF QUESTION PAPER**

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	1980224 UNIVERSITY OF SOUTH AFRICA SCHOOL OF BUSINESS
13388 Windhoek Namibia	
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DEPARTMENT OF MARKETING AND LOGISTICS	