



**MASINDEMULIROUNIVERSITY OF
SCIENCE AND TECHNOLOGY**

(MMUST)

MAIN CAMPUS

**UNIVERSITY EXAMINATIONS
2021/2022 ACADEMIC YEAR
FIRST SEMESTER EXAMINATIONS**

FOR THE DIPLOMA

IN

BUSINESS INFORMATION TECHNOLOGY

COURSE CODE:DBT 067

COURSE TITLE: E-PROCUREMENT

DATE: Wednesday 27/04/2022

TIME: 12:00-1:30p.m

INSTRUCTIONS TO CANDIDATES

Answer **Question ONE (1)** and any other **TWO**

TIME: 1 Hour 30 Minutes

MMUST observes **ZERO** tolerance to examination cheating

This Paper Consists of 2 Printed Pages. Please Turn Over.

QUESTION ONE (24 marks)

You have been approached by an organization to help it implement eProcurement in the procurement functions of an organization.

- i. As an expert in procurement describe five (5) challenges facing eProcurement implementation in organizations. (10marks)
- ii. What are the solutions to the five (5) challenges identified above (10marks)
- iii. Describe four (4) main users of eProcurement within the organization (4 marks)

QUESTION TWO (18 marks)

- i. Clearly state three (3) differences between procurement and purchasing (6 marks)
- ii. Procurement management deals with specific activities within an organization. Describe three (3) such activities. (6 marks)
- iii. State six (6) principles or values of procurement (6 marks)

QUESTION THREE (18 marks)

- I. List and describe the five rights of procurement marks (5 marks)
- II. E-procurement offers substantial benefits to an organization. State and briefly describe any four (4) benefits of eProcurement to and organization (8 marks)
- III. State any five (5) methods that may be used to procure goods, works or services (5 marks)

QUESTION FOUR (18 marks)

- I. What is the meaning of the term procurement contract? (2marks)
- II. Describe some six (6) elements in a procurement contract (12 marks)
- III. What are the four (4) remedies available if one party fails to execute its obligations in a contract (4 marks)

QUESTION FIVE (18 marks)

Negotiation is communication between two or more parties with the desired outcome of reaching a mutually satisfactory agreement in procurement function. In today's business world, the ability to negotiate confidently is one of the most important skills a person can have.

- I. Identify four (4) key skills procurement team should have to enable them negotiate effectively (8 marks)
- II. List four (4) ploys that procurement experts may use in negotiation to get a better deal from the negotiation. (8 marks)
- III. State four (4) reasons why parties engage in negotiation (4 marks)