



NATIONAL OPEN UNIVERSITY OF NIGERIA
University Village, Nnamdi Azikwe Express Way, Jabi, Abuja
Faculty of Agricultural Sciences
Semester Examination
POP EXAMINATION 2021

Course Code: HCM 343

Credit Unit: 2

Course Title: Procurement and Supply Management

Total Score: 70 Marks.

INSTRUCTION: Answer any three questions. All questions carry equal marks.

1. a. Explain the following key procurement variables as identified by Needle David:
 - i. Source **2 mks**
 - ii. Quantity **2 mks**
 - iii. Quality **2 mks**
 - iv. Time and price. **2 mks**
- b. List seven (7) functions that are performed by a purchasing department **7mks**
- c. State five objectives of purchasing from the operating perspective. **5mks**
- d. What are the main areas of concern of procurement cycle? **3mks**
- 2 a. Explain the three (3) stages of standardisation process. **9mks**
- b. Identify five (5) benefits and three (3) drawbacks of standardization **8mks**
- c. When buying capital equipment, give any twelve (12) factors to be considered to ensure good buying. **6mks**
- 3 a. List and explain the five (5) types of inspection. **10mks**
- b. State eight (8) advantages of effective procurement. **8mks**
- c. Give five (5) benefits of ABC analysis **5mk**
- 4 a. Briefly outline five roles of price in purchasing. **5mks**
- b. State and explain the four (4) phases of the face to face negotiation processes. **8mks**
- c. Discuss the following types of product classification
 - i. Product-Based **2 mks**
 - ii. User-Based **2 mks**
- d. Explain the concept of tendering and list four (4) types of tender **7mks**