



INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT
Paper No.6
International Procurement & E- Procurement

DEC 2012

Date: 09.12.2012
Time: 2.00 p.m. to 5.00 p.m.

Marks: 100
Duration: 3 Hours

Instructions:

Part A contains 4 questions, each question carries 10 marks. Attempt all 4 questions.
Part B contains 7 questions, attempt any 4 questions. Each question carries 15 marks.

PART-A

Answer all four Questions. Each question carries 10 marks each. Total 40 Marks for this Section.

Q1. State True or False:

- 1.1 Responsive bid confirms to the bidding documents & has no inadmissible elements.
- 1.2 A chain is as strong as the weakest of its links.
- 1.3 A market segment is a group of dissimilar suppliers.
- 1.4 IAEA & ITC are formally part of the UN system.
- 1.5 When different technologies represent different risks, you should treat them as different segments.
- 1.6 Make sure you spend time and effort where it is really needed.
- 1.7 All information contained within the bid needs to be kept confidential until unsuccessful bidders are notified.
- 1.8 New suppliers entering the market do not improve competition.
- 1.9 Failure to expose the wrong doing will destroy the system in the long run.
- 1.10 Corruption is the abuse of public office for private gain.

Q2. Write the full form of the following abbreviations as used in the context of public procurement.

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|----------|---------|-----------|----------|-----------|
| 2.1 ICAO | 2.2 WFP | 2.3 EBRD | 2.4 UNU | 2.5 IAEA |
| 2.6 UNEP | 2.7 BOT | 2.8 UNHCR | 2.9 PPTS | 2.10 CPAR |

Q3. Fill in the blanks:

- a) UNICEF was created in the year 1964 and works for the rights.
- b) The overall aim of bidding process is to ensuretreatment to all bidders.
- c) UNCTAD was established in the yearas a permanent International body.

- d) The product market life cycle comprises launch, growth,..... and decline.
- e) E-Procurement holds the potential for quicker, most effective & more informed buying.
- f) Common sense is the common of all senses.
- g) NGO's are with religious, humanitarian and special interest groups.
- h) The price of the in the market the balance between demand and supply.
- i) High transportation cost the entry of new suppliers in the market
- j) Back office is that portion of e-procurement that is not by the world.

Q4. Match the following:

Column A	Column B
1. The funded Project	a) is that portion seen by the world.
2. The degree of competition	b) can be shown by delivering key functionalities
3. Market drivers	c) became operational in the year 1963
4. Procurement performance	d) provide much needed assistance to developing countries.
5. World Food Program	e) are multinational institutions to assist in financing of infrastructure projects within developing countries.
6. IFI's	f) arise from bid evaluation process.
7. IRFC	g) founded in 1919, comprises members of Red Cross and Red Crescent Societies.
8. International organizations	h) are the factors that generate competitive advantage in the supply market.
9. Disputes over award of contracts	i) depends on the number and size of the suppliers in the market.
10. Front office in e-procurement	j) must make a satisfactory contribution to the economic development of the country.

PART- B

Attempt any four questions. Each Question carries 15 marks. Total Marks 60

- Q5. What is the role of International Financial Institutions? Briefly explain the role of World Bank in development assistance.
- Q6. What is supply market analysis? How does it assist in the procurement process-Explain.
- Q7. What are bidding documents? Bring out the important aspects that go into the same.
- Q8. Briefly explain any three.
- a) Service contracting.
 - b) Forecasting based on Time Series Analysis.
 - c) Role of Internet in procurement.
 - d) Electronic Data Interchange.
 - e) Bid planning.
 - f) Two bid system.
 - g) Anti corruption considerations.
- Q9. Transparency in procurement is an important milestone – Explain. How has e-procurement helped in this direction. Give one example of e-procurement done in your office.
- Q10. What goes in the selection of procurement methods of the World Bank? Explain.
- Q11. Explain the Supply Positioning Model? What are the differences in stage I & II.
