



INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT

Dec 2012

Paper No.8
Value in Public Procurement

Date: 11.12.2012
Time: 2.00 p.m to 5.00 p.m.

Max Marks: 100
Duration: 3 Hours

Instructions:

Part A contains 4 Questions, each question carries 10 marks. Answer all four 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 Common law is not based on past practices, legal precedents and traditions.
- 1.2 The goal of project management is completion of projects in time & within budgets.
- 1.3 A partnership is important for risk reduction & involves suppliers in program development & deployment.
- 1.4 In PBC the supplier is not responsible for achieving the specified outcome.
- 1.5 No need to include any relevant organization policies in your specification.
- 1.6 NGO's are affiliated with religious, humanitarian & special interest groups.
- 1.7 Milestones need not be established to measure progress against the benchmarks.
- 1.8 Environment procurement is not a cumbersome process.
- 1.9 ITC recommends that the first step in procurement reforms be a thorough evaluation of the current system.
- 1.10 There are numerous negotiation styles that you will encounter as a buyer.

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

- | | | | | |
|----------|---------|------------|---------|---------|
| 1) TRIPS | 3) VRA | 5) MLS-SCM | 7) OECD | 9) ADB |
| 2) IACC | 4) BOLT | 6) WAN | 8) PBC | 10) LCA |

Q3. Fill in the blanks:

- a) Learning curve is to cost price analysis.
- b) Purchasers should understand the systems used in countries he plans to do business with.
- c) Pay increases based on give employees an incentive to improve.
- d) Monetary rewards should only be to the most critical outcomes.
- e) Anti-trust lawscompetition by eliminating or minimizing the presence of monopolies.
- f) Transparency helps Corrupt practices and attracting investments.
- g) Negotiations are a process of seeking solution to the business transaction.
- h) Make use of the where ever possible.
- i) A approach requires an objective view.
- j) Project management tools are the feed back and the systemized performance.

Q4. **Match the following.**

Column A

Column B

- | | |
|----------------------------------|--|
| 1. Term Contract | a) government mandates that limit or prohibit trade. |
| 2. GATT | b) covers multiple procurements over a period of time |
| 3. Legal Codes | c) allow buyers and sellers to speak the same language. |
| 4. Embargoes are | d) fighting waste, consumption & improving financial accountability |
| 5. Standards | e) helps in negotiating the reduction or elimination of trade barriers. |
| 6. Essentials of good governance | f) are government strategies besides a tariff that restrict trade |
| 7. Non-tariff barriers | g) are more cost effective than specially designed goods |
| 8. Commercially available goods | h) is a commitment to buy a certain amount. |
| 9. A fixed relationship | i) low cost means of disseminating information to suppliers world wide. |
| 10 Internet provides | j) are based on comprehensive written system usually covering commercial civil and criminal law. |

PART- B

Attempt any four questions. Each Question carries 15 marks.

Total 60 Marks.

- Q5. What is public buying? What are the responsibilities of a buyer in public procurement? Also explain salient aspects of good governance.
- Q6. What are tariff and non-tariff barriers that restrict trade? Explain.
- Q7. What are the tools for environment procurement? Explain. List out the steps taken by your organization in contributing to the environment procurement.
- Q8. Write short notes on **any three**.
- a) Just-in-time delivery.
 - b) Quality control.
 - c) Bar-coding technologies and its usage.
 - d) Controlling and preventing corruption.
 - e) Environmentally preferred products
 - f) Managing the contract.
 - g) Procurement specification.
- Q9. What is VA & VE? What are their functions? When do you use the VA/VE studies?
- Q10. Technology has changed the way commerce takes place. Explain its advantages and disadvantages with ref to EDI and bar coding.
- Q11. What is the feedback loop? What is its importance? How does it help in procurement.
