



INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT

Dec 2014

PAPER NO.1

INTRODUCTION TO PUBLIC PROCUREMENT

Date: 13.12..2014
Time: 10.00 am to 1.00 pm

Max Marks: 100
Duration: 3 Hours

INSTRUCTIONS:

- Part A Attempt all 4 questions. Each question carries 10 marks.
Part B Attempt any 4 questions. Each question carries 15 marks.

PART-A

Answer all four Questions. Each question carries 10 marks each. 40 Marks

Q1. State True or False: 10 marks

- 1.1 Government procurement affects different stakeholders of society.
- 1.2 Electronic Data Interchange support computer-to-computer transfer of information.
- 1.3 In successful companies working as a team has many advantages.
- 1.4 Government procurement affects many different elements of society.
- 1.5 Bill of lading is not a document of title to the goods in transit in business.
- 1.6 Past practices and traditions are the basis for framing Common law.
- 1.7 Cost Price Analysis is always considered as it is relevant. for Learning curve
- 1.8 Good public procurement procedures need not generate maximum competition.
- 1.9 SME's play an important role in the growth and development of countries.
- 1.10 Embargoes are Government mandates that limit or prohibit trade within a country.

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

10 marks

- | | | | | |
|-------|----------|--------|-------|--------|
| 1 FAR | .3 RTA | 5 NTBs | 7 QRs | 9 EDI |
| 2 IOR | 4 ISONET | 6 VRAs | 8 ICC | 10 SBA |

Q3. Fill in the blanks. 10 marks

- 3.1 Government buyers must be to the public and to its customers within the government.
- 3.2 Comparing total cost of ownership is a part of evaluation process.
- 3.3 The three basic types of national legal systems under which procurement systems operate- legal codes, common law and

- 3.4 The basis of Muslim law is on the interpretation of
- 3.5 Use indicates how good the item is for achieving a particular outcome.
- 3.6 Legal systems are based on a comprehensive written
- 3.7 Buying forward is one form of
- 3.8 Low variability means that the suppliers are offering very similar prices.
- 3.9 Accountability means establishing clear lines of decision making structures.
- 3.10 Appeal rights are to redress grievances of suppliers and correct system failures.

Q4. Match the following:

10 marks

Column A

Column B

1. Affirmative procurement	a) the process of acquiring goods, works and services by government procurement entities.
2 Value Analysis	b) are characterized by low annual consumption & high risk factors.
3. Public procurement means	c) . it implies changing behaviors by setting examples that give clear signal to society.
4. Transparency	d) is carried out on products that exists
5 The largest interest group	e) is a central characteristics of a sound and efficient public procurement system.
6. . Critical items	f) are used for standard off the shelf items.
7. Brand or Trade names	g) warm tough and logical.
8. . Professionalism	h) are characterized by high annual consumption and high risk.
9. Bottleneck items	i) is the general public who benefit from Government Procurement.
10 Negotiation styles	j) to improve individual and system performance.

PART- B

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

- Q5. Explain the importance and the roles and responsibilities of Contract Manager. and Contract Management team for the profitability of any organization.
- Q6. In business environment Negotiation s are considered as an integral part of process of procurement. What are the Advantages and Disadvantages ?.
- Q7. The Competitive Bidding are preferred in high value contracts. Explain the important feature and essential pre- requisites of Competitive Bidding .

Q8. Write short notes on any three.

- a) Importance of specifications in contracts.
- b) Total cost of ownership.
- c) Problems faced by SME's Small & medium Enterprises.
- d) Role of Internet in procurement.
- e) Electronic Data Interchange

Q9. What is the importance of Price and Cost analysis?.How does it help in procurement ?

Q10. What are environment friendly preferable products being procured in the organization you are working or any well known organization..
