



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

**Dec 2014**

**Date: 14.12.2014**  
**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: 10 marks**

- 1.1 If you don't know the level of supply risk, you must assume it to be high.
- 1.2 Market drivers are the factors that generate competitive advantage in supply market.
- 1.3 Common sense is the least common of the senses.
- 1.4 Make sure you spend time & effort where it is really needed.
- 1.5 The price of an item in the market place reflects the balance between demand and supply.
- 1.6 Free market studies on different products can be found on the internet.
- 1.7 NGO's are affiliated with religious, humanitarian & special interest groups.
- 1.8 IAEA and ITC are parts of the UN System.
- 1.9 Back office is that portion of e-procurement that is seen by the world.
- 10.0 Building a cost/price model will help you to understand the cost/price structure.

**Q2. Write the full form of the abbreviations below, as used in the context of public procurement.**

**10 marks**

2.1 GATT	2.2 UNDP	2.3 RFP	2.4 IMF	2.5 IAEA
2.6 UNCTAD	2.7 UNICEF	2.8 SAR	2.9 WFP	2.10 FAO

**Q3. Fill in the blanks: 10 marks**

- a) A market segment is a group of ..... suppliers.
- b) When different technologies represent different ....., you should treat them as different segments.
- c) High transportation costs ..... the entry of new suppliers into your market.
- d) The test of an e-procurement project's success is how ..... the project meets its goals.
- e) The product market life cycle comprises launch, ....., maturity and decline.
- f) Corruption is the use of ..... office for private gains.
- g) E-procurement holds the ..... for quicker, most cost effective and more informed buying.

- h) New suppliers entering the market .....competition.
- i) Assume all factors are ..... unless you know otherwise.
- j) All information contained in the bid is kept ..... until the successful bidder is notified.

Q4. **Match the following:**

**10 marks**

<b>Column A</b>	<b>Column B</b>
1. Benchmarks	a) should be established to measure progress against benchmarks.
2. UNICEF	b) provide much needed assistance to developing nations.
3. UNCTAD	c) factors that generate competitive advantage in supply market.
4. IFRC	d) where the borrower does not follow the lenders procedure.
5. Milestones	e) arise from the bid evaluation process & can jeopardize the entire project.
6. International Organizations	f) was established in 1964 as a permanent International body.
7. Market drivers	g) was created in 1946 and works for the protection of children.
8. Most disputes over award of contract	h) confirms to the bidding documents and has no inadmissible reservations.
9. Substantially responsive bid	i) Non Governmental Organizations.
10. Mis-procurement	j) act as a reality check for managers and policy makers.

## **PART- B**

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

- Q5. How does e-procurement help in expediting the procurement?. What steps are needed to prepare an organization for being e-procurement ready?
- Q6. What are e-procurement drivers? Explain briefly the e-procurement process in your organization.
- Q7. What is the World Bank's policy on the selection process of consultant? Explain some of the contracts for consulting services.
- Q8. **Briefly explain any three.**
  - a) E-commerce.
  - b) Negotiated procurement method.
  - c) e-procurement – front office and Back office.

- d) Two bid system of procurement.
- e) Product Market Life Cycle.
- f) Measuring e-procurement effectiveness.
- g) Porters five forces Model.

Q9. What is Supply Market Analysis? What information is needed for undertaking the same? When is the monitoring of the supply market (risk and opportunities) needed.

Q10. What is the World Bank's policy for the selection of procurement methods? Also describe the World Bank Project Cycle.

Q11. What are International Financial Institutions? What role do they play? Explain the role of World Bank in development assistance.

\*\*\*\*\*