



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

June 2012

Date: 10.6.2012
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 Free market studies cannot be found on the internet.
- 1.2 Mis-procurement is where the borrower follows the lenders procedure.
- 1.3 Examination of bids is to identify and eliminate bids that are incomplete, invalid or substantially non-responsive.
- 1.4 In selection under a fixed budget, the best technical offer within the budget is selected.
- 1.5 Negotiations with the lowest bidder are not an alternative to rebidding.
- 1.6 Milestones should be established to measure progress against these benchmarks.
- 1.7 The overall aim of bidding is not to ensure equal treatment of all bidders.
- 1.8 Market drivers are factors that generate competitive advantage in supply market.
- 1.9 Deciding on team members and their roles is a key matter in negotiations.
- 1.10 NGO's are not affiliated with religious, humanitarian & special interest groups.

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

2.1 IFAD	2.2 IMO	2.3 GATS	2.4 NCB	2.5 ADB
2.6 EPOS	2.7 ICRC	2.8 QCBS	2.9 WHO	2.10 IBRD

Q3. Fill in the blanks:

- a) The procurement performance can be shown by delivering ... functionalities.
- b) The office is that portion of e-procurement that is not seen by the world.
- c) WTO provides for much needed in developing countries.
- d) When different technologies represents different, you should treat them as different segments.

- e) ITC was by GATT in the year 1964.
- f) After the award of contract, the unsuccessful bidders need to be
- g) Supply market analysis helps to cost and risk, and to detect innovations.
- h) If you do not know the level of supply risk, you must assume to be
- i) The of an item in the market place reflects the between demand and supply.
- j) Building a cost/price model will help you to the cost/price structure.

Q4. **Match the following:**

Column A

Column B

1. A market segment	a) was established on 24 th October 1945 by 51 Countries.
2. IAEA & ITC	b) changed the manner in which world does business
3. WTO	c) acts as a reality check for managers and policy makers
4. UNICEF	d) indicates level of expenditure and the items impact on the organisation.
5. United Nations	e) are those that are incurred when changing to a new supplier.
6. E-commerce	f) is the abuse of public office for private gain.
7. Bench marks	g) was created in 1946 and works for the protection of children's rights.
8. The Supply Positioning Model (Stage 1)	h) was created in 1948 and is headquartered at Geneva - Switzerland
9. Switching Costs	i) are not formally part of the UN System.
10. Corruption	j) is a group of similar suppliers .

PART- B

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

- Q5. What is the role of International Trade Centre-UNCTAD/WTO? What are the important areas that it covers.
- Q6. What are the stages in the World Bank Procurement process? Explain in detail.
- Q7. What is E-Procurement? Explain the scope of front office and the back office in e-procurement.
- Q8. Briefly explain any three.
 - a) Bar-coding.

- b) Supply Market Analysis.
- c) Total Cost of Ownership.
- d) Direct Contracting.
- e) Porter's five forces Model.
- f) Evaluating Service bids.
- g) Anti corruption measures.

Q9. What are the e-procurement drivers? Explain.

Q10. What is bid evaluation? What are the alternate methods of bid evaluation? What are advantages of two bid system over single bid?

Q11. What is the product market life cycle? Explain the stages in detail with a diagram.
