



**INDIAN INSTITUTE OF MATERIALS MANAGEMENT  
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT**

**June 2013**

**Paper No.8  
Value in Public Procurement**

**Date: 11.06.2013  
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 Complaints by disappointed bidders of government actions - both before and after contract award does not allow the procurement process to improve.
- 1.2 Organizations are held accountable to the concerns of each stake holders.
- 1.3 Government procurement objectives will not be achieved simply by developing procurement rules.
- 1.4 Money is the only motivation factor for suppliers.
- 1.5 Technology has changed the way commerce takes place.
- 1.6 EDI does not speed up reaction times and reduces inventory cycle times.
- 1.7 Disadvantage of EDI is that it is expensive & uses too many standards.
- 1.8 EDI is not used for international communications over VANs.
- 1.9 Cross-docking operations are an extension of JIT philosophy into logistics & inventory management.
- 1.10 Disadvantages of VMI is its limited flexibility and reduced inventory 'turns'.

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

1) CISG	3) UNCITRAL	5) PMS	7) ISONET	9) NTMs
2) UNEP	4) GPA	6) GATS	8) NTBs	10) QRs

**Q3. Fill in the blanks:**

- a) Controlling corruption is an important part of the ..... of a public buyer.
- b) The life cycle of a project has four major stages : production, distribution ... & end of life.
- c) Importance of procurement in public sector has ..... ramifications for rest of economy.
- d) The use of best value procurement is ..... in the UNCITRAL Model Law.
- e) NTBs to trade are government ..... besides a tariff that always restricts trade.
- f) Performance reports should be available at ..... intervals in a familiar .....

- g) Project management requires ..... of all phases and processes.
- h) The goal of performance management is ..... improvement.
- i) Pay increases based on ..... give employees an incentive to improve.
- j) Standards allow buyers and ..... to speak the same language.

Q4. **Match the following.**

**Column A**

**Column B**

1. Economic evaluation	a) opens procurement market to foreign competition.
2. Environmental evaluation	b) an effective tool to monitor both operations and projects
3. GPA	c) voluntary international trade agreement that establishes guidelines for contracting and dispute resolution.
4. Feedback loop	d) based on past practices, legal precedents and tradition
5. CISG	e) focus primarily on outcomes and output.
6. Customary law	f) the Unit price, O&M costs and End-of-life costs.
7. Common law	g) define what, not the how of the task to be accomplished costs
8. Performance measurement systems	h) will require many outcomes
9. PBC's	i) exists most in African countries, China and India.
10 Contract mission statement	j) Resource consumption, pollution & hazardous effects and end of life management.

### **PART- B**

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

- Q5. What are the responsibilities of public buying? Explain good procurement governance. What are operational constraints in public buying.
- Q6. What are guidelines for good buyer and seller relationships?
- Q7. Explain the solicitation process in detail. Also explain the different evaluation approaches.
- Q8. Write short notes on **any three**.
- a) VA&VE.
  - b) Environment procurement.
  - c) Commercial specifications.

- d) Two bid systems.
- e) Performance measurement
- f) Public procurement legislation.
- g) Code of ethics.

Q9. What is VA & VE? What are their functions? When do you use the VA/VE studies?

Q10. How are transparency and corruption correlated? What steps would you recommend to prevent corruption in your organization.

Q11. What are Environmental preferable products? Explain. What are the benefits that accrue to the public procurement organization? Also indicate what common misconceptions are.