



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

June 2015

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

**Date: 16.06.2015
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:

- A. Cross-docking operations are an extension of Just In Time philosophy into logistics & inventory management.
- B Advantages of Vendor Managed Inventory are its limited flexibility and reduced inventory 'turns'.
- C EDI is not used for international communications over VANs.
- D. Organizations are held accountable to the of each stake holders.
- E. Government procurement objectives are achieved by framing purchase rules.
- F Money is the only motivation factor for suppliers to manufacture goods .
- G Technology has changed the way commerce takes place today.
- H EDI does not speed up reaction times and reduces inventory cycle times.
- I Disadvantage of EDI is that it is expensive & uses too many standards.
- J Complaints by disappointed bidders of government actions - both before and after contract award does not allow the procurement process to improve

Q2. Write full form of following abbreviations 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) Performance reports should be available atintervals in a familiar
- b) Project management requires of all phases and processes.
- c) The goal of performance management is improvement.
- d) Pay increases based on give employees an incentive to improve.
- e) Standards allow buyers and to speak the same language.
- f) Controlling corruption is an important part of the of a public buyer.
- g) The life cycle of a project has four major stages which are production, distribution and end of life.

- h) Importance of procurement in public sector has ramifications for rest of economy of the country.
- i) The use of best value procurement is in the UNCITRAL Model Law.
- j) Non Trade Barriers to trade are government besides a tariff that always restricts trade.

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. Performance measurement systems	c) voluntary international trade agreement that establishes guidelines for contracting 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. GPA	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 Explain the importance of good procurement governance process. What are the responsibilities and operational constraints of public buying?
- Q6. Explain the importance and guidelines for good buyer and seller relationships in public buying .
- Q7. Explain the solicitation process in detail. Also explain the different approaches.
- Q8. Write short notes on any three from the following
 - a) Code of ethics..
 - b) Two bid systems of procurement.
 - c) Commercial and Technical specifications.
 - d) Public procurement legislation.
 - e) Performance measurement
- Q9. What do you understand by the term 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 Environmentally preferable products? Explain the benefits that accrue to the public.
