

INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT
Paper No.1

Introduction to Public Procurement (State Policy & Guidelines)

DEC-2010

Date: 11.12.2010

Time: 10.00 am to 1.00 pm

Max Marks: 100

Duration: 3 Hours

Note:

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 The weakest component of a system is one with the most flexibility.
- 1.2 Environmentally preferable products are of inferior quality.
- 1.3 Transparency means ill defined regulations and procedures open to public scrutiny.
- 1.4 Appeal rights are not meant to address meritorious grievances of a supplier and correct system failures.
- 1.5 The Government of India announced its public buying policy in the year 1950.
- 1.6 Professionalism implies to improve individual and systems performance.
- 1.7 Procurement legislation includes provisions to ensure proper enforcement of rules.
- 1.8 Public procurement is the process of acquiring goods, & services by the Govt. agencies.
- 1.9 Corruption in public procurement leads to public loss.
- 1.10 EDI supports computer-to-computer transfer of business information.

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

- 2.1 FAR
- 2.2 EP
- 2.3 CVC
- 2.4 ICRC
- 2.5 RTA
- 2.6 APEC
- 2.7 SBA
- 2.8 IOR
- 2.9 KVIC
- 2.10 NAFTA

Q3. Fill in the blanks.

- 3.1 Critical are characterized by high annual consumption and high risk.
- 3.2 Key players in Government are the principal, agent and the
- 3.3 Bottleneck items are characterized by ... annual consumption and high factors.
- 3.4 Negotiation styles are warm, and logical.
- 3.5 Benefits of environmental include improved efficiency & reduced risk.
- 3.6 Use value how good the item is for achieving a particular purpose outcome.
- 3.7 Exchange is the value an item will have after being used for a while .
- 3.8 Governments have generally used preference margins to assist SMEs.

- 3.9 International agreements create... for parties of the agreements.
 3.10 Harmful products are by international agreements.

Q4. Match the following:

Column A

Column B

1. Licensing refers to a	a) encourage competition by eliminating or minimizing the presence of monopolies.
2. ITC recommends	b) refers to a tax that applies to an item in commerce.
3. Anti Trust laws	c) are government mandates that limit or prohibit trade with a country
4. Tariffs	d) Human capital development.
5. Embargoes	e) alleviates significant SME constraints.
6. Training	f) targeted assistance in procurement.
7. Financial Assistance	g) first step in procurement reform be a thorough evaluation of the current system.
8. Price preferences	h) requirement to formally apply for a special permit.
9. Market Research	i) involves product that exists
10. Value Analysis	j) ensures competition by identifying more than one potential supplier

PART- B

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

- Q5. What is public buying? How is it different from private buying? Explain what is Good Procurement Governance?
- Q6. What is Negotiation? Why is it necessary in procurement? Explain the different phases of Negotiations?
- Q7. What is Price and Cost Analysis? How does it assist in procurement? When does cost analysis become essential?
- Q8. Write short notes on any three.
 a) Transparency in public procurement.
 b) Importance of specification in procurement.
 c) Environmental Procurement.
 d) BIS Certification.
 e) Importance of Evaluation Process.
 f) Use of internet in procurement.
- Q9. What is competitive bidding? Why is it more suited to high value purchases? Explain its essential requirements?
- Q10. Explain the concepts and values of good governance.
- Q11. What is bid evaluation? What are the different approaches to bid evaluation?