

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

**Paper No.1
Introduction to Public Procurement (State Policy & Guidelines)**

Date: 08.06.2009
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 questions.
From **Part B**, attempt any 4 questions. Each question carries 15 marks.

PART-A

Q1. State True or False:

- 1.1 In most developing countries, public procurement constitutes a significant portion of the national procurement operations.
- 1.2 Planning of a procurement action usually begins far in advance of actually buying supplies or services.
- 1.3 Environment procurement promotes sustainable development.
- 1.4 Adherence to a code of ethics does not minimize corruption.
- 1.5 Three main focuses in contract management are time (schedule), cost & quality.
- 1.6 A country may use various methods to provide protection against unfair competition through anti-trust laws & anti-dumping laws.
- 1.8 Public procurement means the process of acquiring goods, works & services by government procuring entities.
- 1.9 Public buyers in the process of procurement do not measure profit.
- 1.10 The appeal rights are to address meritorious grievances of suppliers and correct system failures.

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

- 2.1 FAR
- 2.2 EMS
- 2.3 UNICEF
- 2.4 IFIs
- 2.5 SMEs
- 2.6 GATS
- 1.7 CIGS
- 2.8 UNCITRAL
- 2.9 NAFTA
- 2.10 KVIC

Q3. Fill in the blanks.

- 3.1 The word fair and reasonable price means that the price is _____
- 3.2 National Governments usually enact _____ that is the basis of public procurement.
- 3.3 Major responsibilities of the public buyer are to _____ national rules and international laws when applicable.
- 3.4 Public buyers are to abide by all _____ of the procurement organization.
- 3.5 Market research is to ensure _____ by identifying more than one potential supplier.
- 3.6 Critical items are _____ by high annual expenditure and high risk.
- 2.7 A contract management plan _____ the key risks & risk management strategies?
- 3.8 The Government of India announced its public buying policy in year _____.
- 3.9 Brand or Trade names are used for _____ used items.
- 3.10 Good public procurement _____ maximum competition.

Q4. Very briefly explain - Any Four:

- a) Affirmative procurement.
 - b) Environmental Procurement.
 - c) Lead time in a procurement process.
 - d) E-Procurement.
 - e) Anti Trust Laws.
 - f) Public Procurement Training Systems.
 - g) Elements of a contract.
-

PART- B

Attempt any four questions. All Questions carry equal marks.

- Q5.** Why is government buying different? Explain the important areas that need to be emphasized in public procurement.
- Q6.** How does technology make a difference in public buying? Explain with examples.
- Q7.** Explain the important aspects of the solicitation process. Explain in brief.
- Q8. Write short notes on any three:**
- a) Cost and price analysis.
 - b) Code of ethics.
 - c) Importance of BIS certification.
 - d) Anti corruption measures.
 - e) The product life cycle chain.
 - f) Environmental Preferred products.
- Q9.** What is negotiation? What are the phases of negotiation? Also briefly explain the strategies of negotiations.
- Q10.** Explain the importance of planning and specifying the requirements in public procurement operations.
- Q11.** What are the constraints that SME's face on their competitiveness in both public procurement markets and in commercial markets. Explain briefly.
