

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

**Paper No.6
International Procurement & E-Procurement**

Date: 09.06.2009
Time: 2.00pm to 5.00pm

Marks: 100
Duration: 3 Hours

Note:

Part A contains 4 main questions (with 10 sub-questions), each question carries 1 mark.
From **Part B**, Attempt any 4 questions. Each question carries 15 marks.

PART-A

Q1. State True or False:

- 1.1 The World food program of the United Nations became operational in 1963.
- 1.2 A substantive responsive bid conforms to the bidding document and has no inadmissible.
- 1.3 The information contained in a bid is kept confidential until the unsuccessful bidder is notified.
- 1.4 You must select the significant events by screening out those that you think will not affect supply or that are highly unlikely or unpredictable.
- 1.5 The World Health Organization was created in 1948 and is headquartered at Geneva.
- 1.6 A market segment is a group of similar suppliers.
- 1.7 The back office is that portion of an e-procurement system that is not seen by the world.
- 1.8 After the contract award, the unsuccessful bidder needs to be notified.
- 1.9 Make sure you spend time and effort where it is really needed.
- 1.10 Supply Market Analysis helps you to reduce costs and risk and to detect innovations.

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

- 2.1 QCBS
- 2.2 PPTS
- 2.3 SAR
- 2.4 IFIs
- 2.5 FAO
- 2.6 GATT
- 2.7 IAEA
- 2.8 ADB
- 2.9 NCB
- 2.10 IFPSM

Q3. Describe briefly:- Any four.

- 3.1 Bid Planning.
- 3.2 Direct Contracting.
- 3.3 Bid Guarantee.
- 3.4 Electronic Data Interchange (EDI).
- 3.5 Transparency.
- 3.6 Two bid system.
- 3.7 Pre-qualification of bids.

Q4. Fill in the blanks:

- a) A chain is only as strong as the _____ of its links.
 - b) Free market studies can be found on the _____
 - c) Market drivers are factors that generate _____ advantage in supply market.
 - d) Building a cost / price model will help you to _____ the cost / price structure.
 - e) The United Nations was established on 24th Oct. _____ by 51 countries.
 - f) In selection under a fixed budget, the best technical offer _____ the budget is selected.
 - g) Common sense is the _____ common of the sense.
 - h) UNICEF was created in _____ by the UN General Assembly to respond to the children's urgent needs after second world war that had ravaged Europe.
 - i) If you do not know the _____ of supply risk, you must assume it is high.
 - j) Assume that all _____ are relevant until you know otherwise.
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PART- B

Attempt any four questions. All Questions carry equal marks.

- Q5.** What is Supply Positioning Model? Explain.
- Q6.** What is e-procurement? How does it support the front office functions and back office activities. What are the benefits derived by the government and the suppliers?
- Q7.** What is the role of International Trade Center UNCTAD/WTO? What are the six key areas that it covers?
- Q8. Write short notes on any three.**
 - a) Product Market Life Cycle.
 - b) Alternate Evaluation Procedure.
 - c) Evaluation of Services Bids.
 - d) Role of Internet in the Procurement Process.
 - e) e-procurement market characteristics.
 - f) Negotiated procurement method.
 - g) Forecasting based on Time Series Analysis.
- Q9.** Explain briefly the stages in the Project Cycle of procurement process of the World Bank.
- Q10.** Explain briefly the World Bank Procurement methods and consideration for their use.
- Q11.** What are bidding documents? What goes into the preparation of the bidding documents? What do the bidding documents generally include.