



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

June 2011

Paper No.1

Introduction to Public Procurement (State Policy & Guidelines)

**Date: 11.06.2011
Time: 10.00 am to 1.00 pm**

**Max Marks: 100
Duration: 3 Hours**

Instructions:

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 Business community practices are usually patterned after public buying.
- 1.2 Government procurement does not affect many different elements of the society.
- 1.3 Good public procurement encourages maximum competition.
- 1.4 A procurement team and an acquisition team are different.
- 1.5 Harmful products are not banned by International Agreements.
- 1.6 Value analysis involves a product that does not exist.
- 1.7 Authority and responsibility should go hand in hand.
- 1.8 Brand or trade names are used for commonly used items.
- 1.9 Corruption in public procurement does not lead to public loss.
- 1.10 Functional specifications are used when technology is changing rapidly.

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

2.1 PPTS	2.3 UNICEF	2.5 UNCTAD	2.7 GATS	2.9 ISO
2.2 MLS	2.4 UNHCR	2.6 GATT	2.8 EFT	2.10 GPA

Q3. Fill in the blanks.

- 3.1 Internal Government requiring material support depend on procuring entity so that they can accomplish their job.
- 3.2 The largest interest group is the general who benefit from procurement made by Government procurement professionals.
- 3.3 is to ensure that procedures and policies are understood and acceptable to suppliers as well as procuring entities.
- 3.4 Government buyers must be to the public and to the customers within the Government
- 3.5 Accountability means a serious..... of such decisions is needed to properly manage the public function.

- 3.6 Competition means that the procedures are, non discriminatory and transparent.
- 3.7 Environmental procurement creates within the organization.
- 3.8 Buying is one form of hedging.
- 3.9 Low price variability that the suppliers are offering very similar prices.
- 3.10 Appeal rights in public procurement to increased transparency.

Q4. Match the following:

Column A

Column B

1. The philosophy of private buying	a) implies changing behavior by setting examples that give clear signals to society.
2. The Government buyer	b) to establish clear lines of responsibility in decision making structures and provide for internal audit check.
3. Transparency	c) ensures maximum competition
4. Accountability	d) to improve individual and system performance.
5. Professionalism	e) to redress meritorious grievance of suppliers and correct system failures
6. Appeal rights	f) is also required to manage costs, but they do not measure profit
7. Competition	g) well defined regulations and procedure open to public scrutiny.
8. Affirm Procurement	h) is to protect their company's profit margin by managing costs, while acquiring products and services.
9 Good public procurement	i) is a part of bid evaluation process.
10. Comparing total cost of ownership	j) to attract high quality of national and international partners to meet government needs through contracts.

PART- B

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

- Q5. What is the role of technology in public buying? Explain the role of internet as a Procurement Tool. What is the responsibility of buyers in public procurement?
- Q6. Why is Negotiation an integral element in procurement? Explain the negotiating styles.
- Q7. Explain Value analysis and Value engineering. Also explain the elements of a contract.
- Q8. Write short notes on any three.
 - a) Appeal rights.
 - b) Anti-corruption considerations.
 - c) Code of Ethics.
 - d) Service Specification.
 - e) Product Specification.
 - f) Competition.
 - g) The solicitation package.

- Q9. What is meant by managing the contract? Explain the importance of contract management team and the contract manager.
- Q10. What are the important elements that need to be considered while analyzing a bid? When do you consider a bid to be responsive.
- Q11. What is Environmental Procurement (EP)? Why is it necessary? Also indicate the common misconceptions about EP.
