



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

**Date: 14.06.2011
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:

- 1.1 An aim of procurement system is to foster the participation of SMEs.
- 1.2 An organization's ethics officer should be one of its top managers.
- 1.3 Environment procurement is not a cumbersome process.
- 1.4 A partnership is important for risk reduction and involves suppliers in program development and deployment.
- 1.5 The extent of public access need not be balanced against the need for confidentiality.
- 1.6 Improvement of procurement in the public centre need not have a positive ramification for the rest of the economy.
- 1.7 Monetary rewards should only be applied to the most critical outcomes.
- 1.8 Lack of early procurement planning leads to development delays and cost over runs.
- 1.9 Spot purchasing is clearly the only option in the case of one-off requirement.
- 1.10 Include any relevant organization policies in your specification.

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

1) IACC	3) QCBS	5) NTBs	7) NTMs	9) EC
2) AFDB	4) NAFTA	6) ITU	8) CERs	10) MLS-SCM

Q3. Match the following.

Column A

Column B

1. Ethical Principals	a) based on past practices, legal precedents and tradition.
2. Good Procurement Governance	b) to provide the information that the supplier requires in order to meet the users expectations.
3. Muslim law	c) avoid even the appearance of a conflict of interest.
4. Common law	d) Accountability, responsiveness, professionalism & transparency.
5. Legal codes	e) is to negotiate the reduction or elimination of trade barriers.
6. Purpose of specifying requirements	f) based on comprehensive written system usually covering commercial, civil and criminal law.
7. Standards	g) is the beginning of a new relationship.
8. The primary goal of GATT	h) based on interpretation of Koran.
9. The conclusion of negotiation	i) reduces chances of fraud or malfunction than that related to paper.
10. Digital signatures	j) allow buyers and sellers to speak the same language.

Q4. Fill in the blanks:

- a) You can reduce by identifying new sources of supply & developing supplier capabilities.
- b) Always use options, as they may give you ways of achieving your negotiation objectives.
- c) Never start a without having first set targets for each of your negotiation variables.
- d) Logistics is the science and practical management of the of materials.
- e) Fighting waste and and improving financial accountability are essential for good governance.
- f) The goal of performance measurement is improvement.
- g) Tariff refers to a ... that applies to an item in commerce.
- h) The European commission was in year 1957 by the treaty of Rome.
- i) In Performance based contracting the is responsible for achieving the specified outcome.
- j) Pay increases based on give employees an incentive to improve.

PART- B

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

- Q5. How is Government buying different from private buying. What are the responsibilities of public buyers in public procurement?
- Q6. What are Tariffs and Non-Tariff strategies that restrict trade. Explain?
- Q7. Give the frame work for controlling corruption in public procurement. Also explain the importance of ethics in public procurement.
- Q8. Write short notes on any three.
- a) VA & VE.
 - b) Bar-coding technology & its usage.
 - c) Project Management.
 - d) Environmental procurement.
 - e) Advantages of commercial specification.
 - f) The importance of feed back loop.
 - g) Procurement specification.
- Q9. What are Performance based contracts. When are these used? Explain its advantages.
- Q10. Explain the significance of performance management within an organization. Give examples.
- Q11. What is the role of technology in procurement? Explain in detail giving advantages and disadvantages
