INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT
Paper No.6
DEC-2010   **International Procurement & E-Procurement**

Date: 12.12.2010   Marks: 100
Time: 2.00 pm to 5.00 pm   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   In selection under a fixed budget, the best technical offer within the budget is not selected.
1.2   Make sure you spend time and effort where it is really needed.
1.3   Free market studies cannot be found on the internet.
1.4   When different technologies represent different risks, you should treat them as different segments.
1.5   All information contained within the bid is kept confidential until the unsuccessful bidders are notified.
1.6   A chain is as strong as the weakest of its links.
1.7   Negotiation with the lowest bidder is not an alternative to re-bidding.
1.8   NGO's are affiliated with religious, humanitarian & special interest groups.
1.9   Deciding on team members and their roles is a key matter in negotiations.
1.10 High transportation costs limit the entry of new suppliers into your market.

Q2.   Write the <u>full form of the following abbreviations</u> as used in the context of public procurement.

2.1 UNEP	2.2 UNFPA	2.3 UNU	2.4 WFP	2.5 WHO
2.6 ICAO	2.7 UNCHS	2.8 UNHCR	2.9 WTO	2.10 UNIDO

Q3.   **Match the following:**

Column A   **Column B**

1. Mis-procurement	a) that provide much needed assistance in developing nations.
2. Examination of bids	b) is a situation where the borrower follows the lenders procedure.
3. UNICF	c) Non Governmental Organization
4. International Organization	d) holds the potential for quicker, most cost effective and more informed buying.
5. UNCTAD	e) is to identify and eliminate bids that are incomplete, invalid or substantially non-responsive.
6. United Nations	f) created in 1946 and works for the protection of children rights.
7. IAEA & ITC	g) was created in 1948 and is headquartered in Geneva, Switzerland.
8. E-Procurement	h) was established in 1964 as a permanent international body.
9. WTO	i) was established on 24th October 1945 by 51 countries.
10.IFRC	j) are not formally part of the UN System.

Q4.   Fill in the blanks:

a) A substantially responsive bid ……….. to the bidding document and has no inadmissible.
b) A market ……. is a group of similar suppliers.
c) E-Procurement operates within a ……… of E-Governance of which it is a component.
d) E-Commerce has ……. the manner in which the world does business.
e) To enable a …….. to take advantage of e-procurement, certain capacities & capabilities must be in place.
f) Product market life cycle covers launch, growth, ……..and decline.
g) Mile stones should be ……….. to measure progress against these benchmarks.
h) Monopsony indicated that there is only … buyer for a product of a number of sellers.
i) Oligopsony ……. that a few buyers dominate the market
j) ITC was ……. By GATT in the year 1964.

PART- B

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

Q5.   What is the role of International Financial Institutions? Briefly explain the role of World Bank in development assistance.

Q6.   What is World bank policy for selection of procurement methods? Explain.

Q7.   Explain the supply positioning model? What are the major differences in stage 1 & II.

Q8.   Briefly explain any <u>three</u>.
a) Contract for consultancy services.
b) Forecasting based on time series analysis.
c) Alternate evaluation procedure.
d) E-Procurement drivers.
e) Porters five forces model.
f) Evaluation of service bids.

Q9.   What is the information needed for supply market analysis? Explain.

Q10.   What is e-procurement? Explain the scope of Front office and Back office in e-procurement.

Q11.   What are e-procurement drivers? Explain in detail.