



INDIAN INSTITUTE OF MATERIALS MANAGEMENT  
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT

June 2014

Paper No.1

Introduction to Public Procurement (State Policy & Guidelines)

Date: 14.06.2014  
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. (compulsory)  
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 Both IEC and ISO standards are available through the ISONET.
- 1.2 KVIC is not required to disclose the criteria of its selection to the buyer.
- 1.3 In case of SSI units, the norms of competitive bidding apply.
- 1.4 International agreements do not create law for the parties of the agreement.
- 1.5 Contract management plan does not highlight the key risks & the risk management strategies.
- 1.6 IEC establishes electric and electronic engineering standards.
- 1.7 Negotiation targets must be set clearly and carefully.
- 1.8 Contract manager to define team roles and ensures each team member is clear on his/her responsibilities.
- 1.9 Embargoes are Government mandates that do not limit or prohibit trade within a country.
- 1.10 Electronic transfer uses many different types of technology to transfer business information.

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

2.1 UNDP	2.3 GATS	2.5 ECDP	2.7 UCP	2.9 WFP
2.2 IFRC	2.4 APEC	2.6 KVIC	2.8 GPA	2.10 ICRC

**Q3. Fill in the blanks.**

- 3.1 Three main focuses in contract management are time schedule, cost and .....
- 3.2 NTB's include VRA, ....., QRs, licensing and prior deposits.
- 3.3 The stages of negotiation meeting are open, test, propose, ..... and agree.
- 3.4 Negotiated agreement need to be checked by ..... advisors if appropriate.

- 3.5 Tariff refers to a ..... that applies to an item in commerce.
- 3.6 Negotiation targets can be ambitious but .....
- 3.7 NTM's have the potential for ..... trade even if they do not always do it.
- 3.8 Negotiation requires knowing your organization's procurement ..... and objectives.
- 3.9 The phases of negotiations comprises of preparing, ..... and follow up.
- 3.10 A contract manager should be ..... to lead the contract management team.

**Q4. Match the following:**

<b>Column A</b>	<b>Column B</b>
1. World Trade Organization	a) create law for the parties of the agreement.
2. Public international Law	b) a person who is friendly, and easily relates to other people.
3. Private International Law	c) consists of rules and principles that govern the relations and dealings of nations with each other.
4. International Law	d) a person who is inventive, imaginative & who looks at the total picture but leaves details to others.
5 International Agreements	e) a person who resorts to rational arguments, facts and figures.
6. Signatory countries of GPA	f) deals with controversies between private persons.
7. Negotiation styles - warm	g) a person who enjoys the bargaining in a negotiation and looks for quick solutions.
8. Negotiation styles - creative	h) are bound by a voluntary agreement to treat foreign goods and services as equal to domestic goods and services.
9. Negotiation style- deal maker	i) concerns itself with questions of rights between several nations or between nations and citizens.
10. Negotiation style - logical	j) came into being on January 1, 1945.

**PART- B**

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

- Q5. How corruption does affect public procurement? Outline the framework for controlling corruption in public procurement.
- Q6. What is solicitation package? Describe the solicitation process in detail, clearly bringing out the various stages.
- Q7. Why is two bid systems preferred in complex procurement cases? Explain different approaches to bid evaluation.

**Q8. Write short notes on any three.**

**3 x 5 = 15 marks**

- a) Role of ethics in public procurement.
- b) Public procurement legislation.
- c) Common misconceptions about environment procurement.
- d) Role of KVIC in public procurement.
- e) Advantages and disadvantages of price preference for SME's.
- f) Value analysis / value engineering.
- g) Product life cycle chain.

Q9. SME's can play an important role in the growth and development of countries. Explain in detail. What are the constraints on their competitiveness in public procurement?

Q10. Explain good procurement governance? What are the advantages of the procurement team approach?.

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