



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

Dec 2013

Date: 15.12.2013
Time: 2.00 p.m. to 5.00 p.m.

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

Q1. State True or False:

- 1) In case of International procurement all information contained within the bid is kept confidential until the unsuccessful bidders are notified.
- 2) Arithmetic and logical unit of the computer is considered as the brain of any computer system
- 3) The free market studies about industrial products are not found on the internet.
- 4) E-procurement system does not lead to quicker and more cost effective buying.
- 5) RAM of a computer system in large organizations operating at multiple locations is considered as a permanent storage device.
- 6) Benchmarks act as a reality check for managers and policy makers.
- 7) The test of e-procurement project's overall success is how well the project meets its goals.
- 8) Those responsible for managing an e-procurement program must define the standards by which the performance will be measured.
- 9) E-commerce is used and benefits derived by both the public and private sector.
- 10) ITC was created by GATT in the year 1948.

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

2.1 UNIDO	2.2 QCBS	2.3 QBS	2.4 NCB	2.5 WMU
2.6 IFAD	2.7 EPOS	2.8 IMO	2.9 ICRC	2.10 SQL

Q3. Fill in the blanks:

- a) Overall aim of bidding is to ensure treatment to all bidders.
- b) Evaluation of bids is to incomplete, invalid or substantially non-responsive bids.
- c) RDBMS stands for
- d) A market is a group of similar supplier.
- e) Mile stones should be to measure progress against the benchmarks.
- f) The office is that portion of e-procurement that is not seen by the world.
- g) High transportation costs the entry of new suppliers into the market.
- h) UNCTAD was established in 1964 as a international body.
- i) UNICEF was created in 1946 and works for the protection of
- j) is the system program that acts as an interface between the user and the underlying hardware of the computer.

Q4. Match the following:

Column A

- 1. A market place
- 2. Market drivers
- 3. The price of an item in the market
- 4. Back office
- 5. Info-structure
- 6. ITC's objective in E Trade
- 7. Switching costs
- 8. IFRC
- 9. Mis-procurement
- 10. International Organizations

Column B

- a) that is internal to the procurement entity.
- b) ability to support non-tangible requirements of e-procurement.
- c) promote fair competition –both nationally & internationally.
- d) that are incurred when changing to a new supplier.
- e) Nongovernmental organization.
- f) where the borrower follow the lenders procedure.
- g) reflects the balance between demand and supply
- h) is an arena for potential exchange.
- i) provide much needed assistance to developing nations.
- j) factors that generate competitive advantage in supply market.

PART- B

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

- Q5. What are the different aspects of International Procurement Process? Explain the importance of bidding documents in the procurement process?
- Q6 Describe the different features and advantages of MS- EXCELL in a computer system which helps Supply Chain Managers in their day to day functioning with examples.

Q7. How do Government agencies benefit from e-procurement? Explain the benefits that accrue to the suppliers and other intermediaries involved in the process..

Q8. Briefly explain any five from the following

- a) Pre-qualification of bids.
- b) Role of ethics in procurement.
- c) Total cost of ownership.
- d) Product market life-cycle.
- e) Alternate evaluation procedure.
- f) Bid planning
- g) Evolution of service bids

Q9. Do you agree that international financial Institutions are playing an important role in the development of world economy ? Explain the role of world bank in development of economy of third world countries.

Q10. Explain Electronic Commerce models with practical applications and the salient features of Cyber Law / IT Act 2004 .

Q.11 What are market characteristics ? Explain the stages of product market life cycle.
