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| 2. Supplier perception model. | b) Limit bidding to few capable suppliers. |
| 3. Critical items. | c) Useful tool to define scope of work. |
| 4. Shipment problems.. | d) Solicitation documents. |
| 5. Approvals. | e) Not administered by any institution.. |
| 6. Adhoc arbitration. | f) How suppliers view your organization. |
| 7. Invitation to bid. | g) Range within which agreement is possible. |
| 8. Product and work breakdown structure. | h) Should add value to proposals. |
| 9. Pre qualification of suppliers.. | i) Schedule risk. |
| 10. Most important parts of the bid. | j) High expenditure and high risk items. |

PART- B

Attempt any four questions. All Questions carry equal marks. Total Marks 60

- Q5. How will you analyze the price quoted by suppliers?
- Q6. Develop your negotiation strategy to buy your company's main raw material-the most critical item.
- Q7. What steps will you take to ensure on-time delivery of the contracted items?
- Q8. Write Short Notes on any three :**
- a) Transparency in procurement.
 - b) Consultancy contract..
 - c) SWOT analysis.
 - d) Phases of negotiations.
 - e) E-commerce.
 - f) Creating successful bid.

Q9. Explain advantages of alternative dispute resolution methods and also mention disadvantages.

Q10. How will you write a bid to convince the buyer about your company's capability?.

Q.11. Explain importance of "Contract risk register". What are the risks involved?
