

**INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT**

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

Date: 11.06.2009
Time: 2.00 pm to 5.00 pm

Max Marks: 100
Duration: 3 Hours

Note:

Part A contains 4 main questions (with 10 sub-questions), each question carries 1 mark.
From **Part B**, attempt any 4 questions. Each question carries 15 marks.

PART-A

Q1. State True or False:

- 1.1 A partnership is not important for risk reduction and involves suppliers in program development and deployment.
- 1.2 In performance based contracting the supplier is not responsible for achieving the specified outcome.
- 1.3 Products with lower resource consumption are not preferable and generally more economical.
- 1.4 Purchasers should understand the legal systems used in countries he plans on doing business with.
- 1.5 ITC recommends that the first step in procurement reforms be a thorough evaluation of the current system.
- 1.6 Always check options, they may show you unsuspecting ways of achieving your negotiation objectives.
- 1.7 The feedback loop and the systematized performance are not tools of Project Mgmt.
- 1.8 Make use of the existing standards wherever possible.
- 1.9 Pay increases based on performance need not give employees an incentive to improve.
- 1.10 If you cannot describe it, and you cannot measure it, why are you paying for it?

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

- 2.1 GATS
- 2.2 LAN
- 2.3 OECD
- 2.4 ITU
- 2.5 EPOS
- 2.6 PBC
- 2.7 EBRD
- 2.8 LCA
- 2.9 BOT
- 2.10 ICC

Q3. Describe briefly: Any four.

- 3.1 Civil law systems.
- 3.2 Total cost of ownership.
- 3.3 Tariff barriers that restrict trade.
- 3.4 Vendor Managed Inventory.

- 3.5 Feed back loop.
- 3.6 Industry Standards
- 3.7 Competitive advantages.

Q4. Fill in the blanks:

- a) A _____ contract covers multiple procurements over a period of time.
- b) A _____ relationship is a commitment to buy a certain amount.
- c) Digital signatures reduce the chances of _____ that are related to paper transactions.
- d) Internet _____ low cost means of disseminating information to suppliers world wide.
- e) Feed back loop relates to planning, executing, reporting and _____
- f) An aim of procurement is to foster _____ of small and medium sized enterprises.
- g) Environmental _____ is a cumbersome process.
- h) The primary goal of GATT is to _____ the reduction or elimination of trade barriers.
- i) Taking advantage of commercially available items is often more cost _____ than procuring specially designed goods.
- j) Signatory countries of GPA _____ foreign goods and services as equal to domestic goods and services.

PART- B

Attempt any four questions. All Questions carry equal marks.

- Q5.** Explain briefly the protest and dispute resolution. What is the frame work of controlling corruption? Briefly explain.
- Q6.** What are responsibilities of buyers in public procurement? Describe briefly.
- Q7.** Explain the VA/VE structured approach. When are the VA/VE studies undertaken?
- Q8. Write short notes on any three.**
 - a) The Solicitation Process.
 - b) Evaluating bids.
 - c) Negotiations
 - d) Bar coding Technology.
 - e) Protection against unfair competition.
 - f) Managing the Contract.
- Q9.** Explain the significance of performance management within an organization. Explain with examples.
- Q10.** What is EDI? What are its advantages and disadvantages? How does it differ from conventional methods of communications?
