Q1. State True or False:

1.1 In most developing countries public procurement does not constitute a significant portion of the national procurement operations.
1.2 The three main focuses in contract management are time/schedule, cost and quality.
1.3 Corruption in public procurement does not lead to public loss.
1.4 Small and medium sized enterprises can play an important role in the growth and development of countries.
1.5 Comparing total cost of ownership is a part of bid evaluation process.
1.6 Functional specifications are used when technology is changing rapidly in industry.
1.7 VA & VE is a structured problem solving approach that is relevant to developing new designs and improving on existing designs.
1.8 The word fair and reasonable is used to indicate that the price is right.
1.9 Brand or trade names are used for commonly used items.
1.10 Embargoes are government mandates that limit or prohibit trade with a country.

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

2.1 PPTS
2.2 ECS
2.3 EDI
2.4 UNDP
2.5 CIGS
2.6 EFT
2.7 GDP
2.8 EPP
2.9 RFID
2.10 ICRC

Q3. Fill in the blanks.

3.1 Common law is based on past ………legal precedent and traditions.
3.2 Environmental procurement ………….. sustainable developments.
3.3 Good public procurements ………….. maximum competition.
3.4 Negotiations are generally carried out by setting ………..for each of the negotiation variables.
3.5 Antitrust laws encourage competition by eliminating or minimizing the presence of ………..
3.6 Appeal rights in public procurement …. to increased transparency.
3.7 World Trade Organization came into being on …………
3.8 Muslim law is based on the interpretation of ………
3.9 Adherence to the code of ……… minimizes corruption.
3.10 In a two bid system, the technical bid is opened first and ……….. bid is opened later.
Q4. **Very briefly explain - Any Four:**

a) Pre determined damages.
b) Bar-coding.
c) Time schedule.
d) Price variation.
e) Total cost of ownership.
f) Learning curve.
g) Electronic commerce.

**PART- B**

**Attempt any four questions. All Questions carry equal marks.**

Q5. Give an overview of public buying. How is public buying different from private buying?

Q6. What is bid evaluation? What are the different approaches to bid evaluation?

Q7. What is corruption? What is its importance in public procurement?

Q8. Write short notes on any three.
   a) Environment Procurement.
   b) The importance of ISO 9000 certification.
   c) Internet as a procurement tool.
   d) Transparency in procurement.
   e) Life cycle of a product.
   f) Electronic Data Interchange.

Q9. What is negotiation? Why is it an integral part of procurement? What are the different styles?

Q10. Why is competitive bidding more suited to high value purchases? Explain briefly the essential requirements for undertaking competitive bidding.

Q11. What is value analysis and value engineering? How do they assist in procurement?

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