Q1. **State True or False:**

1.1 The overall aim of bidding documents is to ensure equal treatment to all the bidders.
1.2 In selection under a fixed budget, the best technical offer within the budget is selected.
1.3 A market is an arena for potential exchange.
1.4 ITC was created by the General Agreement on Tariffs and Trade (GATT) in year 1964.
1.5 The World Health Organization was created in the year 1948 and is headquartered in Geneva-Switzerland.
1.6 A successful e-procurement system relies on the readiness of the environment within which it operates to participate in e-commerce.
1.7 To enable a business, organization or nation to take advantage of e-procurement, certain capacities, capabilities must be in place.
1.8 A market segment is a group of similar suppliers.
1.9 A chain is only as strong as the weakest of its links.
1.10 When different technologies represent different risks, you should treat them as different segments.

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

2.1 IBRD
2.2 QCBS
2.3 WMU
2.4 ICAO
2.5 PPTS
2.6 WFP
2.7 IPSM
2.8 WIPO
2.9 QBS
2.10 CPAR

Q3. **Describe briefly - Any four.**

3.1 Forecasting.
3.2 Service contracting.
3.3 Examination of Bids.
3.4 Two bid systems.
3.5 Bar coding.
3.6 RFID.
3.7 Back office processing.
Q4. **Fill in the blanks:**

a) The …….. of an item in the market place reflects the balance between demand and supply.
b) Market drivers are the factors that generate ………. advantage in supply market.
c) The procurement performance can be ……… by delivering key functionality.
d) Bench marks …. as a reality check for managers and policy makers.
e) All information contained in the bid is kept ……….. until the unsuccessful bidder is notified.
f) Business people around the world must undertake …….. in order to do business with the public sector.
g) Mile stones should be established to ………. progress against these benchmarks.
h) Supply market analysis ….. you to reduce cost and risk and to detect innovations.
i) International financial Institutions …… in financing of infrastructure projects within developing countries.
j) If you do not know the level of supply risk, you must assume it is ……….

**PART- B**

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

Q5. What is Supply Positioning Model? Explain.

Q6. What are the stages of World Bank procurement process? Describe in detail.

Q7. Explain the major requirements of an e-procurement system implementation? What are the benefits derived by the government and the suppliers?

Q8. Write short notes on any three.
   a) The role of NGO’s in assisting the World Bank.
   b) Porters five forces Model.
   c) Total cost of ownership.
   d) Evaluation of Service bids.
   e) Role of International Financial Institutions.
   f) E-procurement drivers.
   g) Selection of Procurement methods

Q9. What is the information needed for supply market analysis? Why is monitoring of the supply market necessary. Explain briefly.

Q10. What are the main consideration that guide the World Bank’s policy on the selection process of Consultants.

Q11. What is solicitation process? What goes into the preparation of these documents? What do these generally include?