PART-A

Q1. State True or False:

1.1 In PBC, one has to define what & not the how of the task to be accomplished.
1.2 Antitrust laws encourage competition by eliminating or minimizing the presence of monopoly.
1.3 A term contract covers multiple procurements over a period of time.
1.4 Environmental procurement is a cumbersome process.
1.5 Electronic commerce has the unintended effect of creating a digital divide.
1.6 Always check options, they may show you unsuspecting ways of achieving your negotiation objectives.
1.7 Lack of early procurement planning may lead to procurement delays & cost overruns.
1.8 A term contract covers multiple procurements over a period of time.
1.9 Fighting waste and consumption and improving financial accountability are essential for good governance.
1.10 Negotiation is a process of seeking the optimum solution to the business transaction.

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

2.1 LCA
2.2 OECD
2.3 TRIPS
2.4 ITU
2.5 NAFTA
2.6 PBC
2.7 ADB
2.8 VMI
2.9 VRA
2.10 WAN

Q3. Describe briefly - Any four.

3.1 The Requisition.
3.2 Fixed Relationships.
3.3 Tariff Barriers.
3.4 Managing the Contract.
3.5 National Standards.
3.6 Quality Control.
3.7 Risk Management.
Q4. **Fill in the blanks:**

a) Embargoes are government ……. that limit or prohibits trade.
b) There are numerous negotiation ……. that you will encounter as a buyer.
c) Transparency helps ……. corrupt practices and attracting investments.
d) Project Management’s …. is completion of project in time and within budget.
e) GATT helps to ……. the reduction or elimination of trade barriers.
f) Make use of the existing ……. wherever possible.
g) QR’s put a ……. on the volume or price of a commodity that can be imported or exported over a specified period.
h) Lack of early procurement ……. leads to developmental delays & cost over runs.
i) If you can’t describe it, and you can’t measure it, why are you ……. for it.
j) The extent of public access must be ……. against the need for confidentiality.

**PART- B**

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

Q5. Why Government buying is different? Explain in detail.


Q7. What is VA/VE Structured approach? Explain its important stages.

Q8. Write short notes on any three.
   a) Digital Signatures.
   b) Use of EDI in procurement.
   c) Performance based contracting.
   d) Legal Systems.
   e) The life cycle approach.
   f) Feed back loop.
   g) Role of Technology in procurement.

Q9. What is meant by the health of procurement systems? Explain.

Q10. Give the frame work for controlling corruption in public procurement.


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