INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT
Paper No.1
Introduction to Public Procurement (State Policy & Guidelines)

Date: 08.12.2012
Time: 10.00 am to 1.00 pm
Max Marks: 100
Duration: 3 Hours

Instructions:
Part A contains 4 Questions, each question carries 10 marks. Attempt all 4 questions.
Part B contains 7 Questions, attempt any 4 questions. Each question carries 15 marks.

PART-A

Answer all four Questions. Each question carries 10 marks each. Total 40 Marks for this section.

Q1. State True or False:

1.1 Learning curve is relevant to cost price analysis.
1.2 Training is a means for transferring skills and competencies to individuals and groups.
1.3 KVIC units are exempt from paying any penalty for delay in supplies.
1.4 There are a number of financial concessions provided to SME’s in India.
1.5 Corruption in public procurement does lead to public loss.
1.6 Functional specifications are used when technology is changing rapidly.
1.7 Appeal rights are meant to address meritorious grievances of a supplier & correct system failures.
1.8 EDI supports computer-to-computer transfer of business information.
1.9 Critical items are characterized by high annual consumption and high risk.
1.10 Transparency means ill defined regulations and procedures open to public scrutiny.

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

2.1 GST 2.3 MODVAT 2.5 ICRC 2.7 UNHCR 2.9 GATS
2.2 CVC 2.4 CENVAT 2.6 APEC 2.8 UNICEF 2.10 PPTS

Q3. Fill in the blanks.

3.1 Brand or trade names are used for ……… used items.
3.2 Competition means that the ………….. are fair, non-discriminatory and transparent.
3.3 Appeal rights in public procurement …. to increased transparency.
3.4 Value analysis involves a product that …….
3.5 Use value indicates how ….. the item is for achieving a particular outcome.
3.6 Key ……. in Government are the principal, agent and the supplier.
3.7 Procurement ………… includes provision to ensure proper enforcement of rules.
3.8 Governments have generally used price ………… margins to assist SME’s.
3.9 Benefits of environmental procurement ………… improved efficiency and reduced risk.
3.10 Anti-trust laws encourage ………… by eliminating or minimizing risks.

Q4. Match the following:

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
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<tbody>
<tr>
<td>1. ITC recommends</td>
<td>a) is a document of title to the goods in transit.</td>
</tr>
<tr>
<td>2. Embargoes are</td>
<td>b) targeted assistance in procurement.</td>
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<tr>
<td>3. Price preference</td>
<td>c) is a part of bid evaluation process.</td>
</tr>
<tr>
<td>4. Bill of lading</td>
<td>d) used in complex nature of procurement.</td>
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<tr>
<td>5. Financial assistance</td>
<td>e) government mandates that limit or prohibit trade with a country.</td>
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<tr>
<td>6. Request for quotation</td>
<td>f) promotes sustainable developments.</td>
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<tr>
<td>7. Two stage tendering</td>
<td>g) based on past practices, legal precedents and traditions.</td>
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<tr>
<td>8. Comparing TCO</td>
<td>h) suited for procurement of standard off the shelf items.</td>
</tr>
<tr>
<td>9. Common law</td>
<td>i) first step in procurement reform be a thorough evaluation of the current system.</td>
</tr>
<tr>
<td>10. Environmental</td>
<td>j) alleviates significant SME constraints.</td>
</tr>
<tr>
<td>procurement</td>
<td></td>
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</tbody>
</table>
PART- B

Attempt any four questions. Each Question carries 15 marks. Total 60 Marks

Q5. What do you understand by solicitation package? Describe the solicitation process in detail.

Q6. What is the importance of specification in a contract? When do you use technical, composition and functional specifications.

Q7. What is public procurement? Explain good procurement governance. Also explain the importance of procurement team.

Q8. Write short notes on any three.
   a) BIS Certification.
   b) VA & VE.
   c) EDI.
   d) Electronic commerce.
   e) Accountability.
   f) Service specifications.
   g) Anti-corruption considerations.

Q9. What is the role of SME’s in the growth and development in Countries? What are their common constraints? What is the assistance provided by the Government in India.

Q10. Explain the Supply Positioning Model. Briefly explain the supply strategies for critical and routine items.

Q11. What is bid evaluation? What are the different approaches to bid evaluation?. Explain with Examples.

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