PART A

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

Q1. State True or False:

1.1 Call in experts do not help you to develop alternate scenarios.
1.2 Over as well as under specifying are equally bad.
1.3 Custom made parts need not be more expensive than standard parts.
1.4 A too detailed specification may lock you in.
1.5 Use of socio economic criteria may not mean paying a higher price.
1.6 Open tendering system is not where all interested sellers may submit tenders.
1.7 Composition specification need not be precise and specific.
1.8 Technical specifications do not define exactly what the buyer wants.
1.9 Cost reimbursement methods are not the most favored type of contracts.
1.10 RFI is not a preparatory stage to follow a formal procurement process/estimate.

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

2.1 PERT  2.3 TCO  2.5 RFI  2.7 QR  2.9 TQM
2.2 WSSN  2.4 R&D  2.6 EP  2.8 LCD  2.10 RAM

Q3. Fill in the blanks.

3.1 Specifying ...... and performance .......... gives confidence that the delivered product will perform as intended.

3.2 Market research helps to determine .... and reasonable price.
3.3 Authority and ……. go hand in hand.

3.4 Common law is based on past practices, legal practices and ………

3.5 Legal codes are based on comprehensive written system usually covering commercial, civil and ……… law.

3.6 Negotiations is a process of seeking ……… solution to the business transactions.

3.7 The aim of procurement system is to foster the …………… of SMEs.

3.8 Monetary ……… should only be applied to the most critical outcomes.

3.9 Link performance to contract to ….. deterioration in service.

3.10 In regular ……. , a level of mutual trust is likely to develop.

Q4. Match the following:

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
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<tbody>
<tr>
<td>1.Specifying requirements</td>
<td>a) creates international agreements</td>
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<tr>
<td>2.Procurement specification</td>
<td>b) are characterized by high risk and low annual consumption.</td>
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<td>3.Bottleneck items</td>
<td>c) is often predictable above or below average levels at certain intervals of time.</td>
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<td>4.WTO</td>
<td>d) the feed-back loop and systemized performance.</td>
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<td>5.Random variation occurs</td>
<td>e) allow the buyers and sellers to speak the same language.</td>
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<td>6.Seasonal demand</td>
<td>f) avoid even the appearance of a conflict of interest.</td>
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<td>7. Project management tools</td>
<td>g) leads to developmental delays and cost over runs.</td>
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<td>8. Standards</td>
<td>h) when demand varies from underlying pattern due to unforeseen reasons.</td>
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<td>9. Ethical principals</td>
<td>i) may include operational, capital and other requirements.</td>
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<tr>
<td>10 lack of early procurement</td>
<td>j) means what exactly is required and how the quality be tested planning</td>
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PART- B

Attempt any four questions. Each question carries 15 marks. Total 60 marks

Q5. What are the type of contracts? Briefly explain them? Also explain the significance of contract management.

Q6. What are tender conditions? Why are they necessary? Mention the important ones (at least five) & explain their relevance to the contract.

Q7. What is competitive bidding? When it becomes necessary? What are the advantages over the conventional bidding process?

Q8. Write short notes on any three.
   a) Pareto Rule.
   b) Bidder Protests.
   c) Commodity purchases.
   d) Important elements of contract.
   e) Life cycle costing.
   f) Fixed price contracts.
   g) Capital procurement.

Q9. What is role of procurement in an organization? Describe briefly the procurement process.

Q10. What is supply strategy? Why is it necessary? Explain the supply strategy for critical and routine items.

Q11. What are product specifications? Explain in brief the important aspects. Also explain the functional specifications and when these are used.

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