INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT

Paper No.8
Value in Public Procurement

Date: 11.12.2012                       Max Marks: 100
Time: 2.00 p.m to 5.00 p.m.                                              Duration: 3 Hours

Instructions:
Part A contains 4 Questions, each question carries 10 marks. Answer all four 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 Common law is not based on past practices, legal precedents and traditions.
   1.2 The goal of project management is completion of projects in time & within budgets.
   1.3 A partnership is important for risk reduction & involves suppliers in program development & deployment.
   1.4 In PBC the supplier is not responsible for achieving the specified outcome.
   1.5 No need to include any relevant organization policies in your specification.
   1.6 NGO’s are affiliated with religious, humanitarian & special interest groups.
   1.7 Milestones need not be established to measure progress against the benchmarks.
   1.8 Environment procurement is not a cumbersome process.
   1.9 ITC recommends that the first step in procurement reforms be a thorough evaluation of the current system.
   1.10 There are numerous negotiation styles that you will encounter as a buyer.

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

   1) TRIPS  2) IACC  3) VRA  4) BOLT  5) MLS-SCM  6) WAN  7) OECD  8) PBC  9) ADB  10) LCA

Dec 2012
Q3. Fill in the blanks:

a) Learning curve is ........ to cost price analysis.

b) Purchasers should understand the ...... systems used in countries he plans to do business with.

c) Pay increases based on .......... give employees an incentive to improve.

d) Monetary rewards should only be ........ to the most critical outcomes.

e) Anti-trust laws ..........competition by eliminating or minimizing the presence of monopolies.

f) Transparency helps ........ Corrupt practices and attracting investments.

g) Negotiations are a process of seeking ........ solution to the business transaction.

h) Make use of the ........ where ever possible.

i) A ........ approach requires an objective view.

j) Project management tools are the feedback ..... and the systemized performance.

Q4. Match the following.

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
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<tbody>
<tr>
<td>1. Term Contract</td>
<td>a) government mandates that limit or prohibit trade.</td>
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<td>2. GATT</td>
<td>b) covers multiple procurements over a period of time</td>
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<td>3. Legal Codes</td>
<td>c) allow buyers and sellers to speak the same language.</td>
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<td>4. Embargoes are</td>
<td>d) fighting waste, consumption &amp; improving financial accountability</td>
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<td>5. Standards</td>
<td>e) helps in negotiating the reduction or elimination of trade barriers.</td>
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<td>6. Essentials of good governance</td>
<td>f) are government strategies besides a tariff that restrict trade</td>
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<tr>
<td>7. Non-tariff barriers</td>
<td>g) are more cost effective than specially designed goods</td>
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<td>8. Commercially available goods</td>
<td>h) is a commitment to buy a certain amount.</td>
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<tr>
<td>9. A fixed relationship</td>
<td>i) low cost means of disseminating information to suppliers world wide.</td>
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<tr>
<td>10. Internet provides</td>
<td>j) are based on comprehensive written system usually covering commercial civil and criminal law.</td>
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**PART- B**

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

Q5. What is public buying? What are the responsibilities of a buyer in public procurement? Also explain salient aspects of good governance.

Q6. What are tariff and non-tariff barriers that restrict trade? Explain.

Q7. What are the tools for environment procurement? Explain. List out the steps taken by your organization in contributing to the environment procurement.

Q8. Write short notes on any three.
   a) Just-in-time delivery.
   b) Quality control.
   c) Bar-coding technologies and its usage.
   d) Controlling and preventing corruption.
   e) Environmentally preferred products
   f) Managing the contract.
   g) Procurement specification.

Q9. What is VA & VE? What are their functions? When do you use the VA/VE studies?

Q10. Technology has changed the way commerce takes place. Explain its advantages and disadvantages with ref to EDI and bar coding.

Q11. What is the feedback loop? What is its importance? How does it help in procurement.

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