PART-A

(each sub question carries 1 mark Total 40 marks)

Q1. State True or False:

1. Performance bond is taken to ensure the performance under the contract.
2. Risk transfer is the use of third party’s solution to minimize risk.
3. Round table estimating is fast but relatively expensive to perform.
4. Price analysis is a means and not an end.
5. Sellers obligation’s includes transfer of title of ownership for a product.
6. Buyers obligation’s include in general to act in good faith and deal fairly.
7. Money is the only motivation factor for suppliers.
8. Too much or too little data can prevent meaningful price analysis.
9. In PBC the supplier is not responsible for achieving the specified outcome.
10. A contract is a written agreement that allocated the risks and rewards of a transaction between the parties involved.

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

10 marks

2.1 ISO 2.3 ITC 2.5 WBS 2.7 ROL 2.9 TIN
2.2 QAP 2.4 AQL 2.6 EOQ 2.8 VAT 2.10 ICC
Q3. **Fill in the blanks.** 10 marks

3.1 Customer feedback is a good tool for effective .......... management.
3.2 Inflation undermines comparability of pricing data by eroding the real value of ........
3.3 Price comparison comprises of competitive evaluation & comparison with ..........prices.
3.4 Price .......... in effect says that price is independent of cost.
3.5 Incentives and rewards should not be given for .......... performance.
3.6 The extent of price variation generally increases with the...........value of procurement.
3.7 The purpose of procurement ........... is to anticipate likely problems and formulate on suitable responses.
3.8 The sellers approach to pricing is based on cost based pricing or and ...... based pricing.
3.9 In principal agent relationship in Government contracting, the ...... is the contract placing official.
3.10 The PBC envisages team work and .......... improvement.

Q4. **Match the following:** 10 marks

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
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<tbody>
<tr>
<td>1. Hierarchy of Price Analysis Techniques</td>
<td>a) where seller controls the entire supply of a particular product that has no close substitute.</td>
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<tr>
<td>2. Protests</td>
<td>b) bid evaluation .</td>
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<td>3. Disputes</td>
<td>c) lapse of time.</td>
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<tr>
<td>5. Extinguishing of the offer</td>
<td>e) sovereign immunity from suits.</td>
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<td>6. Additional elements of a valid contract</td>
<td>f) buyer and seller obligations.</td>
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<tr>
<td>7. Monopoly</td>
<td>g) pre-award supplier complaints.</td>
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<tr>
<td>8. Difference in Govt. &amp; Private Contracts</td>
<td>h) buyer and seller relationships.</td>
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<tr>
<td>9. Similarity in Govt. Purchases</td>
<td>i) consists of primary comparison, secondary comparison and auxiliary techniques.</td>
</tr>
</tbody>
</table>
PART- B

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

Q5. Explain in detail the relevance of price and cost analysis in finalizing contracts.

Q6. What are bidder complaints? What measures can be taken to reduce and avoid complaints.

Q7. What is Contract Management? Explain its importance in the procurement process.

Q8. Explain briefly: Any three.
   a) Comparability of price data.
   b) Arbitration.
   c) Cost Analysis.
   d) Revocation of contracts.
   e) Public procurement legislation.
   f) Fair and reasonable price.
   g) Monopsony.

Q9. What is the importance of transparency in public procurement? Explain in detail by giving examples from your organization.

Q10. What are buyers and sellers obligations under a contract? Also explain what is legally enforceable acceptance & how it is communicated.

Q11. Explain VA & VE. What are the advantages and disadvantages in using them?

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