PART-A

Q1. **State True or False:**
   1.1 In most developing countries, public procurement constitutes a significant portion of the national procurement operations.
   1.2 Planning of a procurement action usually begins far in advance of actually buying supplies or services.
   1.3 Environment procurement promotes sustainable development.
   1.4 Adherence to a code of ethics does not minimize corruption.
   1.5 Three main focuses in contract management are time (schedule), cost & quality.
   1.6 A country may use various methods to provide protection against unfair competition through anti-trust laws & anti-dumping laws.
   1.8 Public procurement means the process of acquiring goods, works & services by government procuring entities.
   1.9 Public buyers in the process of procurement do not measure profit.
   1.10 The appeal rights are to address meritorious grievances of suppliers and correct system failures.

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

   2.1 FAR
   2.2 EMS
   2.3 UNICEF
   2.4 IFIs
   2.5 SMEs
   2.6 GATS
   2.7 CIGS
   2.8 UNCITRAL
   2.9 NAFTA
   2.10 KVIC

Q3. **Fill in the blanks.**

   3.1 The word fair and reasonable price means that the price is ______________.
   3.2 National Governments usually enact _________ that is the basis of public procurement.
   3.3 Major responsibilities of the public buyer are to ________ national rules and international laws when applicable.
   3.4 Public buyers are to abide by all ________ of the procurement organization.
   3.5 Market research is to ensure __________ by identifying more than one potential supplier.
   3.6 Critical items are ____________ by high annual expenditure and high risk.
   2.7 A contract management plan ________ the key risks & risk management strategies?
   3.8 The Government of India announced its public buying policy in year ____________.
   3.9 Brand or Trade names are used for __________ used items.
   3.10 Good public procurement ________________ maximum competition.
Q4. Very briefly explain - Any Four:
   a) Affirmative procurement.
   b) Environmental Procurement.
   c) Lead time in a procurement process.
   d) E-Procurement.
   e) Anti Trust Laws.
   f) Public Procurement Training Systems.
   g) Elements of a contract.

PART- B

Attempt any four questions. All Questions carry equal marks.

Q5. Why is government buying different? Explain the important areas that need to be emphasized in public procurement.

Q6. How does technology make a difference in public buying? Explain with examples.

Q7. Explain the important aspects of the solicitation process. Explain in brief.

Q8. Write short notes on any three:
   a) Cost and price analysis.
   b) Code of ethics.
   c) Importance of BIS certification.
   d) Anti corruption measures.
   e) The product life cycle chain.
   f) Environmental Preferred products.

Q9. What is negotiation? What are the phases of negotiation? Also briefly explain the strategies of negotiations.

Q10. Explain the importance of planning and specifying the requirements in public procurement operations.

Q11. What are the constraints that SME’s face on their competitiveness in both public procurement markets and in commercial markets. Explain briefly.

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