PART-A

Q1. State True or False:

1.1 Proprietary items are those which are offered by one supplier for reasons of Technology, Patents, Copy right etc.
1.2 Appearances of wrong doing can be just as damaging as actual violations.
1.3 The best agreement is one which is fair only to the Purchaser.
1.4 The later you discover the problems, the higher the risk.
1.5 Good negotiators learn from past mistakes.
1.6 It is essential to have a clear, detailed idea of what is needed before negotiations begin.
1.7 Formal complaint resolution procedures are essential ingredients for good governance.
1.8 The critical path does not comprise all activities that will result in a delay to the schedule if they are delayed.
1.9 Knowing how to ask questions is an Art.
1.10 Probing questions cannot get you the information you need during negotiations.

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

2.1 SWOT
2.2 ICSID
2.3 AAA
2.4 WBS
2.5 RFI
2.6 CISG
2.7 ITT
2.8 WIPO
2.9 LCIA
2.10 ILO

Q3. Very briefly explain – Any Two:

3.1 Bidder Protests & Complaints
3.2 Objectives & Strategy in Negotiations.
3.3 Arbitration & Mediation
3.4 Price and Cost Analysis.
3.5 Managing Time & Costs.
3.6 Policy & Procedures.
3.7 Procurement & Action File.
Q4. Fill in the blanks.

a) Briefing the Contract …. is essential before the negotiations.
b) The signing of agreement is not the … but the beginning.
c) Don’t fall into the …. of agreeing to unjustified extras.
d) You need to ……. the process as well as the outcome.
e) Approvals that do not … value to the procurement process should be eliminated.
f) Public procurement professionals dealing with international trade be ………. with the Arbitration rules.
g) Pre-qualification objectives limit bidding to capable suppliers.
h) The extent of public access must be ……. against the need for confidentiality.
i) In negotiations the bargaining and proposal stages ….. overlap.
j) Disputes are …. award supplier complaints.

PART- B

Attempt any four questions. All Questions carry equal marks.

Q5. What is negotiation? Why is it essential in the procurement process? What are the various stages of negotiations?

Q6. What is transparency in public procurement system? Explain. What is the role of ethics in the public procurement system.

Q7. What is contract management plan and how is it useful? What does it address?

Q8. Write short notes on any three:
   a) Porter Market Model (Variations)
   b) E-Commerce.
   c) SWOT Analysis.
   d) UNCITRAL Model Law.
   e) Monitoring the procurement process.
   f) Managing Quality.

Q9. Why a contract management plan needs to be prepared and what should be included in it. Explain.

Q10. Why is it necessary to have bidder protests and disputes resolution necessary in the procurement process. Explain.

Q11. Describe in brief the salient features of the solicitation documents (bids) to be prepared by the supplier.