Q1. State True or False:

1.1 Learning curve is not relevant to cost price analysis.
1.2 Working as a team has many advantages.
1.3 Government procurement affects many different elements of society.
1.4 Transparency means well defined regulations and procedures open to public scrutiny.
1.5 Common law is not based on past practices.
1.6 Good public procurement procedures need not generate maximum competition.
1.7 SME’s play an important role in the growth and development of countries.
1.8 EDI does not support computer-to-computer transfer of business information.
1.9 Embargoes are Government mandates that limit or prohibit trade within a country.
1.10 Bill of lading is not a document of title to the goods in transit.

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

<table>
<thead>
<tr>
<th>2.1 FAR</th>
<th>2.3 RTA</th>
<th>2.5 NTBs</th>
<th>2.7 QRs</th>
<th>2.9 EDI</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.2 IOR</td>
<td>2.4 ISONET</td>
<td>2.6 VRAs</td>
<td>2.8 ICC</td>
<td>2.10 SBA</td>
</tr>
</tbody>
</table>
Q3. Fill in the blanks.

3.1 Appeal rights to redress .......... grievances of suppliers and correct system failures.
3.2 Government buyers must be .......... to the public and to its customers within the
government.
3.3 The three basic types of national legal systems under which procurement systems
operate-legal codes, common law and ...........
3.4 Muslim law is based on the interpretation of ........
3.5 Use ...... indicates how good the item is for achieving a particular outcome.
3.6 Legal systems are based on a comprehensive written ........
3.7 Comparing total cost of ownership is a part of .... evaluation process.
3.8 Buying forward is one form of ........
3.9 Low ....... variability means that the suppliers are offering very similar prices.
3.10 Accountability means establishing clear lines of ........... decision making structures.

Q4. Match the following:

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. The largest interest group</td>
<td>a) the process of acquiring goods, works and services by government procurement entities.</td>
</tr>
<tr>
<td>2. Professionalism</td>
<td>b) are characterized by low annual consumption &amp; high risk factors.</td>
</tr>
<tr>
<td>3. Public procurement means</td>
<td>c) is carried out on products that exists.</td>
</tr>
<tr>
<td>4. Transparency</td>
<td>d) it implies changing behaviors by setting examples that give clear signal to society.</td>
</tr>
<tr>
<td>5. Affirmative procurement</td>
<td>e) is a central characteristics of a sound and efficient public procurement system.</td>
</tr>
<tr>
<td>6. Negotiation styles</td>
<td>f) are used for standard off the shelf items.</td>
</tr>
<tr>
<td>7. Brand or Trade names</td>
<td>g) warm tough and logical.</td>
</tr>
<tr>
<td>8. Value Analysis</td>
<td>h) are characterized by high annual consumption and high risk.</td>
</tr>
<tr>
<td>9. Bottleneck items</td>
<td>i) is the general public who benefit from Government Procurement.</td>
</tr>
<tr>
<td>10. Critical items</td>
<td>j) to improve individual and system performance.</td>
</tr>
</tbody>
</table>
PART- B

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

Q5. Why is competitive bidding preferred in high value contracts? What are its essential pre-requisites?.

Q6. What is Negotiation? Why it is considered an integral part of procurement? What are its Advantages.

Q7. What is Contract Management? Explain the importance of Contract Management team and the Contract Manager.

Q8. Write short notes on any three.
   a) Transparency.
   b) Bid evaluation approaches.
   c) Problems faced by SME’s.
   d) Total cost of ownership.
   e) Importance of specifications in contracts.
   f) Supply positioning model.
   g) Role of Internet in procurement.

Q9. What is the importance of price and cost analysis?. Does it help in procurement? When is cost analysis undertaken.

Q10. What is environment procurement?. What are environmentally preferable products? Give two examples of the same in your organization.

Q11. Define the role of procurement set up in any organization. How does it add value to the organization. Give examples of the same from your organization.

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