PART-A

Answer all four questions. Each question carries 10 Marks. Total 40 Marks for this section.

Q1. State True or False:

1.1 Negotiating with supplier is not always necessary or desirable.
1.2 Leverage items are available from very few vendors.
1.3 Pre-qualification objectives limit bidding to capable and interested suppliers.
1.4 Negotiations stop after contract is signed.
1.5 An internal agenda will help keep the team on track during negotiations.
1.6 Bottleneck items are high expenditure and low risk items.
1.7 Binding arbitration is favoured method of ADR.
1.8 CISG helps in mitigating risks.
1.9 Bid evaluation should be done only by purchase executive.
1.10 Incomplete or incorrect specification entail most of the risks.

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

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Q3. Fill in the blanks.

a) ________Model is a tool to decide supply strategies.
b) ________strategy of negotiation results in meeting objectives of both parties.
c) ________methods refer to dispute resolution without resorting to litigation.
d) Items offered by only one supplier based on patent or technology are called______items
e) ________schedule represents estimation of time for each activity for contract completion.
f) All the risks affecting the contract implementation are to be mentioned in___________.
g) E-commerce model of contracting is particularly suited to procurement from___________.
h) Part of finalizing the bid is to_______the bid.
i) ________opportunity to bidders is one of the measures to reduce corruption.
j) Making payment to supplier is the function of_______department.

Q4. Match the columns:

1"Negotiable zone. a) Scope of work and execution plan.
PART - B

Attempt any four questions. All Questions carry equal marks. Total Marks 60

Q5. How will you analyze the price quoted by suppliers?

Q6. Develop your negotiation strategy to buy your company's main raw material—the most critical item.

Q7. What steps will you take to ensure on-time delivery of the contracted items?

Q8. Write Short Notes on any three:
   a) Transparency in procurement.
   b) Consultancy contract.
   c) SWOT analysis.
   d) Phases of negotiations.
   e) E-commerce.
   f) Creating successful bid.
Q9. Explain advantages of alternative dispute resolution methods and also mention disadvantages.

Q10. How will you write a bid to convince the buyer about your company’s capability?

Q11. Explain importance of “Contract risk register”. What are the risks involved?