

International Islamic University Chittagong

Department of Business Administration

Final Examination, Spring -2018

Course Code: SCM-4804,

Course Title: Procurement Management

Full Marks: 50.

Time: 2.5 Hours

[Answer Five questions only. All questions are of equal value]

1. (a) What is offer? Explain the process of obtaining and selecting of offers. 05
(b) Define tendering .Evaluate the process of tendering. 05
- 2 (a) What do you mean by sourcing? Explain the various types of sourcing. 05
(b) Describe the sourcing process 05
3. (a) How would you define negotiation? Describe the stages of negotiation. 05
(b) What are the skills for successful negotiation? Explain 05
4. (a) Define e- procurement. Explain the evolution of e-procurement models. 05
(b) How would you define electronic data interchange (EDI)? As a procurement manager of ABC company, Describe the EDI Implementation system of your organization. 05
5. (a) What is e-catalogue? Explain the sell-side catalogue, buy-side catalogue, and third-party catalogue. 05
(b) Define e- auctions. Discuss the reverse auction process. 05
6. (a) What is purchasing manual? Evaluate the factors that should be considered for developing a standard format of purchasing manuals. 05
(b) Mentions the purpose of supplier manuals. Explain the content of supplier manuals. 05
7. (a) Write short notes on :
 - i. RFP
 - ii. RFQ
 - iii. RFI
 - iv. Formal tender variants
 - v. Marketplace
 - vi. Dutch bid process vs sealed-bid process