



**COLLEGE OF BUSINESS, PEACE, LEADERSHIP AND GOVERNANCE**

**NMKT 302: PURCHASING AND MATERIALS MANAGEMENT**

**END OF SEMESTER EXAMINATIONS**

**NOVEMBER 2023**

**LECTURER: DR IRIS SHIRIPINDA**

**TIME: 3 HOURS**

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### **INSTRUCTIONS**

You are required to answer questions as instructed

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Sections A is compulsory and choose any **two** questions in Section B

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Start **each** question on a new page in your answer booklet

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Credit will be awarded for logical, systematic and neat presentations



## Question 1

### Section A is compulsory

#### Question 1a)

Purchasing and Materials Management is a crucial field for any organisation for its sustainability. Explain briefly. [10 marks].

#### Question 1b)

Purchasing and procurement are not the same but complement each other. Illustrate this relatedness and these differences with examples. [15 marks].

**Total 25 marks**

#### Question 2

Negotiation is an intervention strategy for the resolution of conflicts through a process of talks between conflicting parties. Choose any two negotiation strategies that you would use in a business transaction where you are the only supplier of a product, explaining the choice of your strategies with examples. [25 marks].

### SECTION B. Choose any two (2) questions to answer

#### Question 3

You have been appointed as the new Purchasing and Procurement Manager for a big gold mining company. Unfortunately, on the day you start work, the pump for underground water for the mine breaks down. The CEO of the company asks you to advise her on the process you will follow to buy a new pump. Explain fully.

**[25 marks]**

#### Question 4

There are different kinds of stock at any company. Choose three different types of stock and explain the importance of their management to a company.

**[25 marks]**

#### Question 5

What would you consider to be the capital and operational purchases, direct and indirect of Africa University? Explain briefly the importance of their management vis-à-vis the sustainability of the organization.

**marks]**

**[25**



**Question 6**

Explain why it is important to manage materials for an organization. Discuss the pros and cons of not having someone responsible for materials management at a company.

**[25 marks].**

**END OF EXAMINATION**