

1. (a) Purchasing has attained a strategic position in many organizations to date. Justify this statement with respect to the functions of a purchasing unit in an organization. (10 marks)
- (b) Explain **five** ways in which an organization may ensure effective implementation of a corporate strategy. (10 marks)
2. (a) Purchasing activities in an organization should always support the overall corporate strategy. Explain **five** techniques a business entity can use to improve its purchasing activities. (10 marks)
- (b) Highlight **five** factors that might influence the adoption of various purchasing and supply structures in an organization. (10 marks)
3. (a) Describe **five** ways in which Information Communication Technology (ICT) may help in the acquisition of purchasing and supply performance data. (10 marks)
- (b) Chuma, one of the World's metal producers intends to source its materials requirements from the global market. As a supply chain manager of the organization, highlight **five** challenges that the organization may face when sourcing its materials from overseas markets. (10 marks)
4. (a) Strategic Management takes place at three levels in an organization. Highlight **five** types of strategic decisions made at the corporate level. (10 marks)
- (b) A certain purchasing and supply organization has developed a number of policies to guide its supply chain operations. Explain **five** ways in which the organization will benefit from the policies. (10 marks)
5. (a) ABC Company Limited, a manufacturing firm, has hired a consultant to help in strategic planning process. Describe the steps that the consultant would use to advise the company in conducting the process. (10 marks)
- (b) Explain **five** ways in which the purchasing and supply function could be used to reduce inventory costs in an organization. (10 marks)
6. (a) Highlight **five** benefits that an organization would derive from coordinating internal and external supply chain information flows. (10 marks)
- (b) An organization is supposed to align its purchasing and supply function with its corporate vision and strategies. Explain **five** ways in which this alignment can be achieved. (10 marks)
7. (a) Explain **five** ways in which purchasing and supply chain strategies can contribute to achievement of an organization's objectives. (10 marks)
- (b) Highlight **five** aspects that a purchasing and supply function might use to measure performance of its suppliers. (10 marks)