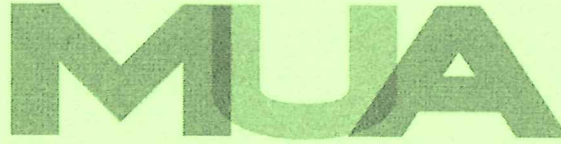


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**CERTIFICATE UNIVERSITY EXAMINATIONS**  
**SCHOOL OF MANAGEMENT AND LEADERSHIP**  
**CERTIFICATE IN SUPPLY CHAIN MANAGEMENT**

**CSM 100: FOUNDATIONS OF SUPPLY CHAIN MANAGEMENT**

**DATE: 1<sup>ST</sup> APRIL 2025**

**DURATION: 2 HOURS**

**MAXIMUM MARKS: 70**

**INSTRUCTIONS:**

1. Write your registration number on the answer booklet.
2. **DO NOT** write on this question paper.
3. This paper contains **SIX (6)** questions.
4. Question **ONE** is compulsory.
5. Answer any other **FOUR** questions.
6. Question **ONE** carries **30 MARKS** and the rest carry **10 MARKS** each.
7. Write all your answers in the Examination answer booklet provided.

**QUESTION ONE**

Read the case study below and answer the questions that follow:

**ECOTECH SOLUTIONS**

EcoTech Solutions is a newly established company focused on providing sustainable technology products, such as energy-efficient home appliances, solar power systems, and eco-friendly construction materials. The company aims to cater to a growing market of environmentally conscious consumers by offering products that reduce energy consumption and promote sustainability.

EcoTech Solutions is in its early stages, having just secured initial funding and developed a business plan. The company is preparing to launch its products into the market and needs to set up its supply chain system and procurement plan to ensure smooth operations and a consistent product flow. The supply chain department has requested the entire department to share their products and service needs so as to create a procurement plan for the year.

**Required:**

- a) From the case study, advise the procurement manager on the significance of Procurement plan. (10 Marks)
- b) Discuss in detail the procurement process as highlighted by the manufacturing company. (10 marks)
- c) Identify five pitfalls to watch for when preparing a procurement plan (10 marks)

**QUESTION TWO**

- a) You are the procurement manager of a construction company tasked with procuring materials for a new building project. Your company is committed to following a transparent and competitive tendering process to ensure fairness, cost-effectiveness, and quality. Advise on the steps to be followed for the above objectives to be realized. (7 marks)
- b) Discuss key benefits of outsourcing services (3 marks)

### QUESTION THREE

You are tasked with managing the procurement process for a large-scale infrastructure project. To ensure that only qualified contractors participate in the tendering process, your team decides to implement a pre-qualification stage

- a) Explain the term pre-qualification, and describe the steps involved in pre-qualifying suppliers or contractors for a project. (7 marks)
- b) Enumerate three benefits of Pre-Qualifying your suppliers. (3 Marks)

### QUESTION FOUR

- a) Describe the key steps in the procurement cycle within an organization and explain how each step contributes to the overall efficiency and effectiveness of the procurement process. (7 marks)
- b) Discuss three limitations of restrictive tendering (3 marks)

### QUESTION FIVE

- a) Mr. James wanted procure some car parts for his spares shop business. He was advised to share the parts specifications in order for the supplier to confirm if they were available in the store. Highlight key features Mr. James will have to consider when sharing his list. (5 Marks.)
- b) The goods ordered by Mr. James were delivered but unfortunately, the products could not receive due to a number challenges. Suggest conditions under which they said goods may not have been received. Discuss five situations where goods received may be returned to the supplier. (5 Marks)

**QUESTION SIX**

- a) Explain how these activities—such as inbound logistics, operations, marketing & sales, and service—create value for the company. Provide a specific example of how one of these activities might lead to a competitive advantage for the company. (5 marks)
- b) How does delivery note contribute to ensuring accuracy in inventory management, order fulfillment, and payment processing? Discuss its role in maintaining transparency and accountability between the buyer and the supplier. (5 marks)