D2/May 2018



## Diploma in procurement and supply

# Business needs in procurement and supply

Date	Wednesday 16 May 2018					
Time	Start	14:00	End	17:00	Duration	3 hours

### **QUESTION PAPER**

#### **INSTRUCTIONS FOR CANDIDATES**

This examination has **FOUR** compulsory questions worth 25 marks each.

- 1. Do not open this question paper until instructed by the invigilator.
- 2. All answers must be written in the answer booklet provided.
- 3. All rough work and notes should be written in the answer booklet.

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#### QUESTIONS

#### You are advised to spend 45 minutes on each question.

- Q1 (a) Using examples, explain the difference between direct and indirect costs. (5 marks)
  - (b) Describe FIVE factors that a buyer might expect a supplier to take into account when setting the selling price of their product. (20 marks)
- Q2 (a) Explain THREE advantages of using key performance indicators (KPIs) in a contract. (15 marks)
  - (b) Explain TWO potential information security risks that should be addressed in the specification for a new computer system. (10 marks)
- Q3 (a) Explain THREE areas where a supplier's and a buyer's terms may differ prior to the agreement of a contract.
  (15 marks)
  - (b) Explain the difference between 'liquidated damages clauses' and 'penalty clauses' in contracts. (10 marks)
- Q4Describe FIVE risks for an organisation of outsourcing a strategic function, such as information<br/>technology management.(25 marks)

#### END OF QUESTION PAPER

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