

# D2/January 2015

# **Diploma in procurement and supply**

# Business needs in procurement and supply

Date	Tuesday 27 January 2015						
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 n	narks)			
	(b)	Describe <b>FIVE</b> factors that a buyer might expect a supplier to take into account when setting the selling price of their product. (20 m	ng narks)			
Q2		ain <b>FIVE</b> reasons why a buyer might use a performance (output based) specification rather t Formance specification. (25 n	han a <b>1arks)</b>			
Q3	(a)	Explain THREE sources of contractual terms for contracts between purchasers and supplie (15 n	rs. <b>narks)</b>			
	(b)	Outline <b>TWO</b> types of insurance that a buyer might require a supplier to have as part of a commercial contract. (10 n	narks)			
Q4	An o	organisation has decided to outsource two activities: catering and facilities management.				
	(a)	Define the term 'outsourcing'. (5 m	narks)			
	(b)	Describe <b>THREE</b> benefits for the organisation of outsourcing these activities. (12 m	narks)			
	(c)	Describe <b>TWO</b> disadvantages for the organisation of outsourcing these activities. (8 n	narks)			

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