

**BINDURA UNIVERSITY OF SCIENCE EDUCATION****FACULTY OF COMMERCE****DEPARTMENT OF ECONOMICS****PROGRAMME: BCOMM HONOURS DEGREE IN PURCHASING AND SUPPLY****PAS 403 STRATEGIC PURCHASING 1 (1)****DURATION: 3 HOURS****INSTRUCTIONS:**

- 1) Answer four questions.
  - 2) Each question carries 25 marks.
  - 3) Cell-phones are not allowed into the examination room.
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**QUESTION 1**

Discuss the evolution of procurement and significance of the drift from the general purchasing function. (25 marks)

**QUESTION 2**

With an application of Michael Porter's competitive strategies explain how a Procurement officer can implement strategic purchasing for the attainment of a firm's growth. (25 marks)

**QUESTION 3**

Describe how "the PESTLE analysis" may be used as a tool to assess the purchasing environment." (25 marks)

**QUESTION 4**

Assess the applicability of the purchasing positioning in today's strategic purchasing function clearly reflecting on Robert Reck and Brian long's theory. (25 marks)

**QUESTION 5**

Discuss the potential barriers to building good supply chain relationships. (25 marks)

**QUESTION 6**

Analyze the benefits that may be attained by a procuring entity through a process of supplier appraisal. (25 marks)

**END OF PAPER**