



**AMREF INTERNATIONAL TRAINING CENTER**

Qualification Code : 041306T4PMN  
Qualification : PROJECT MANAGEMENT LEVEL 6  
Unit Code : BUS/CU/PM/CC/01/6/A  
Unit of Competency : Manage Procurement of goods, works and services

**WRITTEN ASSESSMENT**

**TIME 3 HOURS**

**INSTRUCTIONS TO CANDIDATE**

1. You have **THREE** hours to answer all the questions.
2. Marks for each question are indicated in the brackets.
3. The paper consists of **TWO** sections: A and B.
4. Do not write on the question paper.
5. A separate answer booklet will be provided.

**This paper consists of three (3) printed pages.**

**Candidates should check the question paper to ascertain that all the pages are printed as indicated.**

**SECTION: A (40 MARKS)**

*Answer all questions in this section*

1. State **four** reasons why buyers should appraise the financial position of a potential supplier as part of the bid evaluation process. (4 marks)
2. Citing relevant examples highlight **two** differences between the terms purchasing and procurement (4 marks)
3. Highlight **four** reasons why it is preferable to use the open tender method when procuring goods and services in the public sector. (4 marks)
4. Identify **four** factors that may affect the choice of the procurement method to be adopted for a major construction project in the public sector. (4 marks)
5. Outline **four** disadvantages of restricted tendering method of procurement (4 marks)
6. You have been hired as a head of procurement in one of the reputable government regulatory agencies. State **four** unique characteristics of public procurement that you are likely to face as you settle down in your new position. (4 marks)
7. A procuring entity intends to initiate a Post Tender Negotiation (PTN) with a bidding company after a tender award exercise. Name **two** reasons why the procuring entity might have decided to conduct the post tender negotiation exercise (4 marks)
8. Outline **four** sequential stages of bid evaluation (4 marks)
9. Mention **two** eligibility criteria which could be used to evaluate bidders for supply of medical equipment's (4 marks)
10. Identify **four** categories of works which can be procured in organization (4 marks)

**SECTION B: (60 MARKS)**

*Answer question 11 and any other TWO questions in this section. Each question is 20 marks*

11. The Kajiado County Government have recognised that you are an expert in Public procurement and the Procurement Director have hired you as a Consultancy to assist them address few issues affecting Procurement within the Kajiado County.
- a) Describe **three** differences between public procurement and international procurement (6 Marks)
  - b) Subsequently public procurement operates under a set of legislations and regulatory bodies guide, advice the county on the responsibly of any of the **three** regulatory bodies. Your report should state the contribution of each regulatory body towards attainment of fair and transparent procurement process. (6 Marks)
  - c) The County Government top management have stated to Procurement Director to use open tender for the major project in the county for it enhances fairness, equity, openness and transparency. Discuss **four** justifications for this decision with clear explanation on the process. (8 Marks)
12. a) Discuss **five** ways on how an efficient and effective public procurement system could promote economic wellbeing of a country. (10 marks)
- b) Giving relevant examples in each case, differentiate between goods, services & works as used in procurement (10 marks)
13. You have been working as the health facility in charge of operations which includes hiring of service providers such as cleaning and security agents, renovation and maintenance works and procurement of foodstuffs
- a) Explain **five** different procurement methods you can apply in your procurement processes (10 marks)
  - b) Describe **three** various bid documents used in procurement contracts. (6 marks)
  - c) State **four** stakeholders involved in evaluation of bid documents (4 marks)
14. a) Public participation is a key factor in public procurement. Discuss **five** practices that amounts to public participation, citing relevant examples. (10 marks)
- b) Explain **five** contents of a procurement plan. (10 marks)