

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

**041605T4SCM**

## **SUPPLY CHAIN MANAGEMENT LEVEL 5**

**BUS/OS/SC/CR/06/5**

Printed By: And Vocational College

**Conduct Market Survey**

Date: 25.07.2025 10:55 AM

**July/August 2025**

Printed By: Technical And Vocational College Date: 25.07.2025

10:55 AM



Printed By: Technical And Vocational College Date: 25.07.2025

## **TVET CURRICULUM DEVELOPMENT, ASSESSMENT AND CERTIFICATION COUNCIL (TVET CDACC)**

### **WRITTEN ASSESMENT**

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

**Time:3 HOURS**

Printed By: And Vocational College Date: 25.07.2025 10:55

AM

### **INSTRUCTIONS TO CANDIDATE**

1. This paof **TWO** sections: **A** and **B**

Printed By: Technical And Vocational College

2. Attempt **ALL** questions in section A.

Date: 25.07.2025 10:55 AM

3. Attempt question **ELEVEN** (11) and any other **TWO (2)** questions in section B.

Printed By And Vocational College

Date: 25.07.2025 10:55 AM

4. Marks for each question are indicated in the brackets.

5. Candidates are provided with a separate attempt booklet

Printed By: Technical And Vocational College

6. Do not write on the question paper

Date: 25.07.2025 10:55 AM

Printed By: Technical And Vocational College Date: 25.07.2025

10:55 AM

**This paper consists of FIVE (5) printed pages**

**Candidates should check the question paper to ascertain that all pages are printed as  
indicated and that no questions are missing**

**SECTION A (40 MARKS)*****Attempt ALL the questions in this section.***

Printed By: Technical And Vocational College

1. Dura Corporation is reviewing a supplier's proposal for office materials. The procurement team needs to determine if the supplier's specifications match the company's needs. Name FOUR advantages of developing proper material specifications for the supplier. (4 Marks)

Printed And Vocational College Date: 25.07.2025 10:55 AM

2. Mali is planning to purchase raw materials and needs to ensure they select the best supplier. The procurement team is tasked with analyzing data from several suppliers. List FOUR factors to consider when selecting the best supplier for raw materials. (4 Marks)

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

3. The procurement manager at Duru firm is preparing to negotiate a contract with a supplier. The team needs to ensure they are well-prepared for the upcoming discussions. State FOUR actions to take when preparing for buyer/supplier negotiations. (4 Marks)

Printed By And Vocational College

4. A procurement team is finalizing a deal with a supplier. They need to ensure the contract's terms are accurately executed according to the agreed terms. List FOUR contents to check in the contract document. (4 Marks)

Printed By: And Vocational College

Date: 25.07.2025 10:55 AM

5. Zona Ltd. has conducted a market survey and gathered data from various suppliers. Now, the procurement team needs to assess if the data is useful in making a final decision. Name FOUR factors to ensure it meets organizational needs. (4 Marks)

Printed By College

Date: 25.07.2025 10:55 AM

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

6. Sigita Corporation is considering purchasing equipment from several suppliers. They need to check the product's availability, pricing, and the supplier's terms. State FOUR factors to check when evaluating the availability and products. (4 Marks)

Printed By: And Vocational College

Date: 25.07.2025 10:55 AM

7. The procurement manager is reviewing market data and needs to verify if the pricing and productions align with company requirements. Name FOUR factors to consider when verifying the pricing and terms of a product. (4 Marks)

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

Printed By: And Vocational College

Date: 25.07.2025 10:55 AM

8. Rais agency is considering multiple suppliers for office supplies. The procurement team needs to select the best option based on various factors. List FOUR advantages of using a good criterion when selecting a supplier. (4 Marks)
9. Dasha outfit trends is analyzing market data to select the best supplier. The procurement team is looking at several factors such as price, delivery terms, and product quality. State FOUR things to look for when analyzing market data for supplier selection. (4 Marks)
10. The procurement team of Masu organization is preparing contract with a new supplier for raw materials. They need to ensure the negotiation process is effective and beneficial. List FOUR characteristics of a good negotiation contract. (4 Marks)

**SECTION B (60 MARKS)****Attempt question ELEVEN (11) and any other TWO (2) questions in this section.****Read the below and answer question Eleven (11)**

Chachaz Bureau is preparing for a major project requiring a consistent and reliable supply of raw materials. After collecting data from several potential suppliers, the procurement team is now entering a critical phase: evaluating the quality, reliability, and compliance of each offer against a defined set of specifications. These specifications serve as the benchmark for selecting the most suitable supplier and ensuring project success.

11.

- a) Explain FIVE factors the team should consider when establishing the specifications for raw materials. (10 Marks)
- b) Discuss FIVE methods the team can use to verify the specifications provided by the suppliers. (10 Marks)

Printed By Technical And Vocational College

12. Suzie Limited has collected data from multiple suppliers for office equipment. The procurement team now needs to analyze the market data to determine which supplier offers the best deal

- a) Analyze FIVE factors the procurement team should consider when analyzing market data for supplier selection. (10 Marks)
- b) Explain actions the procurement team can take to prepare for buyer/supplier negotiations. (10 Marks)

13. Salum Meat Stores has received offers from suppliers for raw materials. The procurement team is reviewing the data and preparing to negotiate with the most suitable supplier.

- a) Discuss FIVE strategies the procurement team can use during buyer/supplier negotiations to secure the best deal. (10 Marks)
- b) Explain actions that need to be taken when executing a buyer/supplier agreement to ensure the terms are met. (10 Marks)

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

14. Shazam Corporation has finalized the selection of a supplier for raw materials. The procurement team is now focusing on the execution of the agreement, ensuring that all terms are upheld.

Printed By: Technical And Vocational College

Date: 25.07.2025 10:55 AM

a) Outline FIVE actions the procurement team should take to ensure successful execution of the buyer/supplier agreement. (10 Marks)

b) Poor selection may affect operations of an organization. Explain FIVE

Printed By: Technical And Vocational College  
Date: 25.07.2025 10:55 AM

challenges that an organization may experience for selecting the wrong supplier.

Printed By: Technical And Vocational College  
Date: 25.07.2025 10:55 AM

25.07.2025 10:55 AM

Printed