



REFORMED CHURCH UNIVERSITY

FACULTY OF COMMERCE

**BACHELOR OF COMMERCE HONOURS DEGREE IN PROJECT
MANAGEMENT**

PROCUREMENT AND CONTRACT MANAGEMENT

HPMG 220

PART 2 SEMESTER 2

Total Marks [100]

DATE: OCTOBER 2024

Time: 3 Hours

INSTRUCTIONS

1. This paper has *six (6)* questions
2. Answer question 1 and any other three (*3*)
3. Each question carries *25 marks*
4. Start each question on a new page

1. Citing relevant examples, explain the key roles and importance of procurement and contract management within an organization's overall business strategy.
(25)

2. Examine the process of conducting market research to identify potential suppliers and evaluate their capabilities.
(25)

3. Discuss the main factors to consider when selecting the appropriate contract type for a given procurement scenario.
(25)

4. Analyze the critical components and terms that should be included in a well-structured contract document.
(25)

5. Using relevant examples, explain how effective negotiation strategies may be applied to achieve favorable contract terms and conditions.
(25)

6. Evaluate the ethical considerations that should be incorporated into the procurement process.
(25)

END OF PAPER