



INDIAN INSTITUTE OF MATERIALS MANAGEMENT
GRADUATE DIPLOMA IN PUBLIC PROCUREMENT
Paper No.6
International Procurement & E-Procurement

Dec 2011

Date: 11.12.2011
Time: 2.00 p.m. to 5.00 p.m.

Marks: 100
Duration: 3 Hours

Instructions:

Part A contains 4 questions, each question carries 10 marks. Attempt all 4 questions.
 Part B contains 7 questions, attempt any 4 questions. Each question carries 15 marks.

PART-A

Answer all four Questions. Each question carries 10 marks each. Total 40 Marks for this Section.

Q1. State True or False:

- 1.1 The procurement performance can not be shown by delivering key functionalities.
- 1.2 IRFC was founded in 1952, and comprises members of red cross & red crescent societies..
- 1.3 A chain is not as strong as its weakest link.
- 1.4 Free market studies can be found on the internet.
- 1.5 WTO does not provide much needed assistance in developing nations.
- 1.6 IAEA & ITC are formally part of the UN System.
- 1.7 UNICEF was created in 1946 and works for the protection of children rights.
- 1.8 A market segment is a group of similar suppliers.
- 1.9 The back office is that portion of an e-procurement system that is not seen by the world.
- 1.10 NGO's are affiliated with religious, humanitarian & special interest groups.

Q2. Write the full form of the following abbreviations as used in the context of public procurement.

2.1 UNEP	2.2 UNHCR	2.3 UNCHS	2.4 WHO	2.5 IAEA
2.6 ICAO	2.7 UNIDO	2.8 UNU	2.9 GATT	2.10 WFP

Q3. Match the following:

Column A

Column B

1. ITC	a) was created in year 1946 and works for the children rights.
2. A successful procurement system	b) must make a satisfactory contribution to the economic development of the country
3. UNICEF	c) was established in year 1964 as a permanent international body.
4. UNCTAD	d) is to identify and eliminate bids that are incomplete, invalid or substantially non responsive.

5. E-Procurement	e) is to ensure equal treatment to all bidders
6. World Health Organization.	f) holds the potential for quicker, most cost effective and more informed buying.
7. Evaluation of bids	g) was created in the year 1948 and is head quartered in Geneva - Switzerland
8. The funded project	h) launch, growth, maturity & decline.
9. The product market life cycle	i) relies on the readiness of the environment within which it operates to participate in e-commerce.
10. Overall aim of bidding	j) was created by GATT in year 1964.

Q4. Fill in the blanks:

- a) Market drivers are that generate advantage in supply market.
- b) Most disputes over the award of arise from the ... evaluation process.
- c) Make sure you spend andwhere it is really needed.
- d) Negotiation with the bidder is an to re-bidding.
- e) All information contained within the ... is kept confidential until the unsuccessful bidders are
- f) A market is a of similar suppliers.
- g) When different technologies represent different, you should treat them as different
- h) A market is an for potential exchange.
- i) Assume that all factors are until you know
- j) Common is the least common of all senses.

PART- B

Attempt any four questions. Each Question carries 15 marks. Total Marks 60

- Q5. What is the role of International Financial Institution? Briefly explain the role of World Bank in development assistance.
- Q6. Explain the Supply Positioning Model? What are the difference in Stage I & II
- Q7. What is the World Bank Policy for selection of procurement methods? Explain.
- Q8. Briefly explain any three.
 - a) Forecasting based on Time Series Analysis.
 - b) Pole of Internet in the procurement process.

- c) Negotiated procurement method.
- d) Pre-qualification of bids.
- e) Bid guarantee.
- f) Electronic Data Interchange (EDI).
- g) Role of ethics in procurement.

Q9. What are the factors that influence price? Explain the Porter's five forces model in the supply market?.

Q10. What is the importance of bidding document in a procurement process? What are the important aspects that need to be considered while preparing the bid document?

Q11. What role does transparency play in bid evaluation? Briefly describe the advantages of two bid system over the conventional one bid system.
