



ICM

SEPTEMBER 2015

PURCHASING STRATEGIES

Instructions to candidates:

- a) Time allowed: Three hours (plus an extra ten minutes' reading time at the start – do not write anything during this time)
 - b) Answer any FIVE questions
 - c) All questions carry equal marks. Marks for each question are shown in []
-
1. Analyse the components of the Parkin Wheel and assess its contribution to an understanding of the purchasing function. [20]
 2. Set out and analyse the stages in a Ten(d) to Zero programme. [20]
 3. Evaluate the significance and value of the Pareto analysis for a buying organisation. [20]
 4. Cartels are a common but often unwelcome presence in the business environment. Explain what a **cartel** is and set out the evidence or signs that might indicate the presence of a cartel. [20]
 5. Evaluate the advantages to an organisation of adopting a strategy of partnership sourcing. [20]
 6. Explain the importance of an organisation undertaking a vulnerability analysis and suggest key areas that should be assessed for vulnerabilities. [20]
 7. Review the commonly accepted methods available to a buyer to condition a seller. [20]
 8. Compare and contrast upstream and downstream management in the procurement cycle. Support your answer with a diagram. [20]