

## **PURCHASING MANAGEMENT**

### **QUESTIONS:**

1. Describe the influence of more efficient purchasing on Return on Investment (ROI). Demonstrate your answer by means of a logical formula. [15]
2. Describe the Key Characteristics of successful purchasing and supply teams. [20]
3. Describe the main environmental aspects a purchaser should take into account before placing a purchase order with manufacturers and suppliers of materials that do have an impact on the environment.
4. Describe the characteristics of:
  - a. Constructive negotiations
  - b. Competitive negotiations [10]
5. Briefly describe the possible advantages of research in purchasing management [15]
6. Senior management has requested you to develop a framework for implementing a corporate small business-purchasing programme. List the processes you will consider in implementing such a programme. [20]