

<b>Course No: MAN 3311</b> <b>Course Title: Purchasing &amp; Storage Management</b> <b>Date: 26/05 /2015</b> <b>No. of Questions: ( 6 )</b> <b>Time: 2 Hours</b> <b>Using Calculator (Yes)</b>	<b>University of Palestine</b>  <b>Final Exam.</b> <b>2<sup>nd</sup> Semester 2014/2015</b> <b>Total Grade: (60)</b>	<b>Instructor Name: Mr. Abdel Fatah Afifi</b> <b>Student No.: -----</b> <b>Student Name:-----</b> <b>College Name:-----</b> <b>Dep. / Specialist:-----</b> <b>Using Dictionary: (No)</b>
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**Answer the following questions:**

**Q 1: Select ( T ) for true statements and ( F ) for wrong ones:**

<b>No</b>	<b>Statement</b>	<b>T / F</b>
<b>1</b>	Mid-level function reporting to an executive one level below an executive vice president	
<b>2</b>	Supplier Quality is the ability to meet or exceed current and future customer expectations or requirements within critical performance areas on a consistent basis	
<b>3</b>	Objective Measurement and Analysis is to make decisions on feelings, not facts.	
<b>4</b>	Focus on Process, Not on Output means Move from product orientation to process orientation	
<b>5</b>	Suppliers use different performance criteria when evaluating potential suppliers.	
<b>6</b>	Competitive bidding and negotiation are two methods commonly used for final supplier selection when there is a preferred supplier.	
<b>7</b>	Organization is concerned with the division of work and the delegation of authority and responsibility in such a way that the objectives of the organization can be achieved.	
<b>8</b>	Just-in-time purchasing and manufacturing does not allow firms to eliminate most receiving forms.	
<b>9</b>	Supply chain orientation – a higher level recognition of the strategic value of managing operational activities and flows within and across a supply chain	
<b>10</b>	In a non-just-in-time environment, material must also be stored or staged.	

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**Q 2: Match the following terms with accurate definitions:**

<b>No.</b>	<b>Term</b>	<b>Answer</b>	<b>Definition</b>
<b>1</b>	International purchasing		Single supplier market, Unique product with no substitutes.
<b>2</b>	Global sourcing		adjustments, orders taken but not filled, and spare-part and aftermarket requirements
<b>3</b>	Price analysis		A few large suppliers, Pricing strategies of one supplier influence others in the industry.
<b>4</b>	Cost analysis		Focuses on reacting to actual or anticipated competitor pricing.
<b>5</b>	Monopoly		Involves proactively integrating and coordinating common items and materials, processes, designs, technologies, and suppliers across worldwide purchasing, engineering, and operating locations.
<b>6</b>	Oligopoly		The process of analyzing each individual cost element that make up final price.
<b>7</b>	Competition Pricing Model		Relates to a commercial transaction between an buyer and a supplier in different countries.
<b>8</b>	Demand planning		The process of comparing supplier prices against external benchmarks.

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**Q 3: INCOTERMS 2000**

Symbol	Full name	Explanation
EXW		Buyer takes title when taking delivery of the goods at supplier's facility. Buyer is responsible for the shipment and duties.
FOB	Free of Board	
	Cost, Insurance, and Freight	Supplier arranges freight and buys insurance for the goods as part of the sales price. Title and risk transfer to the buyer once the goods clear a ship's rail while being loaded.
DES		Seller pays freight costs to a port of import, and title transfers on the ship at arrival. Buyer is responsible for unloading the freight and clearing customs.
DDP	Delivered Duty Paid	
	Cost and Freight	Supplier arranges freight and pays as far as the buyer's port of entry. Title and risk of loss remain with the buyer.



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**Q 6: What are the Key Suppliers Evaluation Criteria ( 7 keys )?**

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*Good Luck*