

Course No: MAN 3311 Course Title: Purchasing & Storage Management Date: 30/ 03 /2015 No. of Questions: (5) Time: 1 Hour Using Calculator (Yes)	University of Palestine  Midterm Exam. 2nd Semester 2014/2015 Total Grade: (20)	Instructor Name: Mr. Abdel Fatah Afifi Student No.: ----- Student Name:----- College Name:----- Dep. / Specialist:----- Using Dictionary: (No)
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Answer the following questions:

Q 1: Select (T) for true statements and (F) for wrong ones: (5 points)

No	Statement	T / F
1	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.	
2	Just-in-time purchasing and manufacturing does not allow firms to eliminate most receiving forms.	
3	Suppliers use different performance criteria when evaluating potential suppliers.	
4	Supply chain orientation – a higher level recognition of the strategic value of managing operational activities and flows within and across a supply chain	
5	In a non-just-in-time environment, material must also be stored or staged.	
6	Demand planning is the process of taking demand data and developing a supply, production, and logistics network capable of satisfying demand requirements	
7	Description by brand is used when a product or service is proprietary.	
8	Final supplier selection occurs once purchasing completes the activities required during the supplier evaluation process.	
9	Competitive bidding and negotiation are two methods commonly used for final supplier selection when there is a preferred supplier.	
10	Accepting late bids is regular dealing	

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Q 2: Match the following terms with accurate definitions:

No.	Term	Answer	Definition
1	Value chain		identifies all the claims on output, this includes forecasts of anticipated demand, inventory adjustments, orders taken but not filled, and spare-part and aftermarket requirements.
2	materials control		Refers to the set of purposes, principles, and rules of action that guide an organization, Standard operating procedures, Rules and regulations
3	Supply planning		Procedures are the operating instructions detailing functional duties or tasks, and a procedure manual is really a how-to manual.
4	Demand planning		This acknowledges that the supplier has received the purchase order and agrees with its contents.
5	Description by brand		is used when there is a perceived advantage to using a particular supplier's products or services.
6	The supplier signs the original and sends it back to the buyer.		<hr/> <hr/> <hr/> <hr/>

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Q 5: Multiple Choices:

Q 5 :1: Supply Continuity includes the following elements, except:

(Select one answer)

1. Buy products/services at the right price
2. Buy them from the right source
3. Buy them at the right specification that meets suppliers' needs
4. Buy them in the right quantity

Q 5 :2: Description of required material or service, may include the following, except:

(Select one answer)

1. Market grade or industry standard
2. Suppliers competitiveness
3. Brand
4. Specification
5. Performance characteristics

Good Luck