



# The Chartered Institute of Logistics and Transport

## DIPLOM A IN LOGISTICS AND TRANSPORT

### Sourcing and Procurement

November 2021

Note to Candidates

Candidates are advised to spend NOT more than 40 minutes on each question. Credit will be given for citing relevant examples.

**3 hours**

**Answer 4 Questions Only**

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#### Question 1

‘Covid19 pandemic has created risks and opportunities in supply chain operations’. To what extent do you agree with this statement? (25 marks)

#### Question 2.

Discuss how sourcing and procurement can be used by an organisation as a strategy to achieve competitive advantage. (25 marks)

#### Question 3

‘Supplier development follows a series of steps designed to get the best from a supplier and is especially useful for the high-risk bottleneck items’. Explain “The Sequential Approach to Supplier Performance Optimisation” (25 marks)

#### Question 4

‘It is always important to measure supplier performance’. Analyse the ways through which supplier performance can be measured. (25 marks)

#### Question 5

- (a) Using practical examples, explain the difference between a contract and an agreement ( 6 marks )

(b) List and explain all the essentials of a valid contract (19 marks)

**Question 6**

The issues of ethics have become central to sourcing and procurement. As a newly appointed procurement manager, explain the strategies that can be put in place to ensure compliance with ethical conduct by your staff members. (25 marks)