



UNIVERSITI KUALA LUMPUR
KAMPUS CAWANGAN MALAYSIAN SPANISH INSTITUTE

FINAL EXAMINATION
OCTOBER 2025 SEMESTER

COURSE CODE : SIB23103 (V2)
COURSE TITLE : PURCHASING MANAGEMENT
PROGRAMME NAME : BACHELOR OF BUSINESS TECHNOLOGY (HONOURS) IN
AUTOMOTIVE MANAGEMENT
DATE : 03 FEBRUARY 2026
TIME : 9:00AM - 11:30AM
DURATION : 2 HOURS 30 MINUTES

INSTRUCTIONS TO CANDIDATES

1. Please read the instructions given in the question paper CAREFULLY.
2. This question paper is printed on both sides of the paper.
3. This question paper consist of TWO sections.
4. Answer ALL questions for Section A.
5. Section B consist of four questions. Answer THREE (3) questions only.
6. Please write your answer on the answer booklet provided.
7. Please answer all questions in English only.
8. Please answer MCQ/EMQ questions using OMR sheet. *Tick if applicable*
9. Refer to the attached Formula/ Appendies. *Tick if applicable*

THERE ARE 4 PAGES OF QUESTIONS INCLUDING THIS PAGE

SECTION A (Total: 40 marks)

Answer ALL questions.

Please use the answer booklet provided.

Question 1

The concept of the five rights in purchasing, often referred to in procurement, is fundamental for ensuring that organizations acquire the necessary goods and services in an optimal manner. Describe the five rights in purchasing emphasizes achieving optimal procurement.

(10 marks)

Question 2

Automating the purchase order (PO) process offers numerous benefits to businesses. Discuss any five key advantages of automating purchase order.

(10 marks)

Question 3

Clarify the key components of an effective purchasing strategy.

(10 marks)

Question 4

Creating an effective policy involves several key elements that ensure it is clear, actionable, and enforceable. Explain the characteristics of an effective policy.

(10 marks)

SECTION B (Total: 60 marks)

Answer **THREE (3)** questions only.

Please use the answer booklet provided.

Question 1

Debate why Early Supplier Development (ESD) involvement is crucial in a new product development and identify any four benefits of Early Supplier Development (ESD) in purchasing management.

(20 marks)

Question 2

Analyses the importance of driving innovation in procurement and identify any five innovative procurement technology applications are renowned nowadays.

(20 marks)

Question 3

A Technological Company is a leading provider of software solutions for businesses. They are currently developing a new feature for their flagship product that requires a specialized component, which they currently do not produce in-house. The company is faced with a "make or buy" decision regarding whether to produce the component internally or to outsource its production to a third-party supplier. Determine any facets effect their business to "Make" or "Buy" decision.

(20 marks)

Question 4

The Procure-to-Pay (P2P) process is a series of steps that an organization follows to acquire goods or services from external suppliers, from the initial identification of a need through to payment for the received goods or services. Illustrate a diagram and detailed breakdown of the Procure-to-Pay process.

(20 marks)

END OF EXAMINATION PAPER

