



EXAMINATION

Course Code: CPS403

Course Title: Negotiation in Procurement and Supply (3 Credit Hours)

Course Period: January- April 2025

INSTRUCTIONS

1. This examination consists of six (6) questions
2. Answer question ONE and ANY other three Questions
3. Read all questions carefully before attempting

Question One (Compulsory)

- (a) Define the objective of negotiation in a procurement process (2 Marks)
- (b) Giving relevant examples, discuss four key stages of a successful procurement negotiation (8 Marks)

Answer any other three questions

Question Two

Hofstede's cultural dimensions is one of the theories which explain the cultural differences between different people and organizations.

Discuss five ways in which cultural differences can impact negotiation during a procurement process (10 Marks)

Question Three

In a procurement negotiation, there are key anticipated outcomes. Identify four negotiation outcomes citing one advantage and one disadvantage of each outcome (10 Marks)

Question Four

- (a) Describe two key approaches to negotiation (4 Marks)

(b) Explain the role of effective communication during a successful negotiation in procurement. (6 Marks)

Question Five

You have been appointed the Team leader in a negotiation process for acquiring a new ERP computer system for your organization. The negotiation process was going well until both parties hit a deadlock.

Using Fisher and Ury's concept of principled negotiation, explain the techniques you could apply to unlock the impasse (10 Marks)

Question Six

(a) In your opinion, are good negotiators born or made? Support your opinion and mention three qualities of a good negotiator (4 Marks)

(b) Name three types of personal power and give examples how you can use each type of power in a procurement negotiation (6 Marks)
