**Procurement Management**

**June 2023 Examination**

**Question 1: Explain various types of purchases with appropriate examples**

**ANS:**

**Introduction**

When companies have a strong knowledge of the many distinct types of purchases that clients make, they can better broaden marketing strategies tailored to their target audience's requirements and sports. That is because corporations are in a higher location to broaden marketing strategies tailored to their audience's precise needs and movements. This is because clients buy numerous goods, which accounts for the phenomenon. as an example, a company that sells groceries might capitalize on the practice of creating multiple purchases in the course of a short duration by offering its customers ongoing specials, reductions, and client loyalty programs

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**Question 2:  Discuss the process of strategic sourcing with suitable examples.**

**ANS:**

**Introduction**

A manufacturing company is looking for a dealer for the raw materials required to manufacture its products. The employer has recognized the ability of suppliers through market studies and has evaluated their talents and performance. After studying the dealer's financials, contracts, and performance, the organization has selected a supplier and is negotiating phrases and situations with price, delivery instances, and excellent standards. Once the words are agreed upon, the company will implement the dealer relationship by establishing service stage agreements and

**Question 3a: Explain various online catalogs of e-marketplaces**

**ANS:**

**Introduction**

When it comes to putting e-sourcing into action, PQR Inc. can use numerous online catalogs and e-marketplaces to source the products and services it requires. The subsequent is a sampling of a number of the most well-known online

**Question 3. b: Explain the process of online auctions**

**ANS:**

**Introduction**

E-sourcing might also take the shape of online auctions, in which prospective companies compete against each other in actual-time bidding to gather contracts to offer a customer the items or services the patron requires. E-sourcing also can take the form of diverse paperwork. The following is a rundown of the various steps