

Instructions:

- Please attempt to give a complete answer to questions. Partial credit will be given when appropriate.
- You are not allowed to share materials, use your notes, phone or laptop.
- Use of calculators is not needed nor accepted in the exam.

Exam questions:

1. Describe the alternative methods of focusing a service contract. In which ways can the scope of work for service contract be specified? Give examples of each of the alternatives. (15 points)
2. What are the principles of purchasing portfolio analysis and how is it used to create supplier portfolios? (15 points)
3. Explain decentralized, centralized, and hybrid structures of organizing purchasing function and compare their advantages and disadvantages. (15 points)
4. Define purchasing performance. What are the 5 key areas that should be considered when measuring and evaluating purchasing performance? (15 points)