

- 1/ The 4 stages of the purchasing function evolution are:
- a- Reactive, mechanical, proactive, and strategic supply.
  - b- Reactive, mechanical, proactive, and cross functional teams
  - c- Reactive, mechanical, proactive, and supply chain.
  - d- Reactive, mechanical, proactive, and strategic alliances.
- 2/ Reactive crises mode is one of the main characteristics of which one of the stages of the purchasing function evolution:
- a- Reactive stage.
  - b- Mechanical stage.
  - c- Proactive stage.
  - d- Strategic supply management stage.
- 3/ transaction driven mode of behaving is one of the distinctive characteristics of the \_\_\_\_\_ of the purchasing function evolution.
- a- Reactive stage.
  - b- Mechanical stage.
  - c- Proactive stage.
  - d- Strategic supply management stage
- 4/ poor data availability is one of the main characteristics of which of the stages of the purchasing function evolution:
- a- Reactive stage.
  - b- Mechanical stage.
  - c- Proactive stage.
  - d- Strategic supply management stage
- 5/ keeping the production line running is the primary focus of which stage of the purchasing function evolution?
- a- Reactive stage.
  - b- Mechanical stage.
  - c- Proactive stage.
  - d- Strategic supply management stage
- 6/ depending on computer processing paper is one of the main characteristics of which stage of the purchasing function evolution?
- a- Reactive stage.

- b- Mechanical stage.
- c- Proactive stage.
- d- Strategic supply management stage

7/ long term contracts are a feature of the \_\_\_\_\_ of the purchasing function evolution.

- a- Reactive stage.
- b- Mechanical stage.
- c- Proactive stage.
- d- Strategic supply management stage

8/ Measuring “some cost of ownership” is one of the main characteristics of the \_\_\_\_\_ of the purchasing function evolution.

- a- Reactive stage.
- b- Mechanical stage.
- c- Proactive stage.
- d- Strategic supply management stage

9/ Cross functional support is one of the main characteristics of the \_\_\_\_\_ of the purchasing function evolution.

- a- Reactive stage.
- b- Mechanical stage.
- c- Proactive stage.
- d- Strategic supply management stage

10/ Reports to higher management is one of the main characteristics of the \_\_\_\_\_ of the purchasing function evolution.

- a- Reactive stage.
- b- Mechanical stage.
- c- Proactive stage.
- d- Strategic supply management stage

11/ limited use of data is one of the main characteristics of the \_\_\_\_\_ of the purchasing function evolution.

- a- Reactive stage.
- b- Mechanical stage.
- c- Proactive stage.

d- Strategic supply management stage

12/ Aglobal view is one of the main characteristics of the \_\_\_\_\_ of the purchasing function evolution.

a- Reactive stage.

b- Mechanical stage.

c- Proactive stage.

d- Strategic supply management stage

13/ Value chain management is one of the main characteristics of the \_\_\_\_\_ of the purchasing function evolution.

a- Reactive stage.

b- Mechanical stage.

c- Proactive stage.

d- Strategic supply management stage

14/ Monitoring the environment is one of the distinctive characteristics of the \_\_\_\_\_ of the purchasing function evolution.

a- Reactive stage.

b- Mechanical stage.

c- Proactive stage.

d- Strategic supply management stage

15/ Availability and utilization of data is one of the main characteristics of which of the following stages of the purchasing function evolution:

a- Reactive stage.

b- Mechanical stage.

c- Proactive stage.

d- Strategic supply management stage

16/ one of the 4 major developments associated with the shift to supply chain management is:

a- Cross functional teams

b- Value adding benefits

c- Internal focuses

d- Strategic focus

17/ one of the major developments associated with the shift from purchasing to supply chain management is:

- a- Value adding benefits
- b- Supply chains
- c- Internal focuses
- d- Strategic focus

18/ one of the major developments associated with the shift from purchasing to supply chain management is:

- a- Strategic alliances
- b- Value adding benefits
- c- Internal focuses
- d- Strategic focus

19/ The concept of integration means that:

- a- the purchasing department should not work in separation, and must work with other departments in cooperation and coordination.
- b- the purchasing department should not work in separation, and must not work with other departments in cooperation and coordination.
- c- The purchasing department should work alone on solving purchasing problems and taking purchasing decisions.
- d- The purchasing department should work separately to achieve optimal decisions.

20/ An effective and efficient managerial information system (MIS) is one of the main elements of the purchasing thought shift to \_\_\_\_\_

- a- Internal focus.
- b- Supply management focus.
- c- Value add benefits.
- d- Strategic focus.

21/ \_\_\_\_\_ is a group of people with different functional expertise working toward a common goal.

- a- A cross functional team.
- b- A supply chain.
- c- A supplier partnership.
- d- A strategic alliance.

22/ Less unidirectional decision-making is one of the main characteristics of \_\_\_\_\_

- a- Cross functional teams
- b- Supply chains
- c- Supplier partnerships
- d- Strategic alliances

23/ Issues of purchasing and supply management that can benefit from using cross-functional teams include:

- a- Specification Development.
- b- Materials Standardization.
- c- Material Requirements Review.
- d- All of the above.

24/ \_\_\_\_\_ is defined as a group of interconnected participating companies that add value to a stream of transformed inputs from their source of origin to the end products

- a- Value chain.
- b- Supply Chain.
- c- The Distribution Chain
- d- All of the above

25/ \_\_\_\_\_ could be defined as the major business functions that add value to a company's products and services

- a- Value chain.
- b- Supply Chain.
- c- The Distribution Chain
- d- All of the above

26/ The 5Ms required to produce anything include all of the following except:

- a. Manpower
- b. Machines
- c. Materials
- d. Markets

27/ The purchasing function can enhance a firm's efficiency and effectiveness by providing materialistic requirements that are of the \_\_\_\_\_

- a. Right Quality
- b. Right Quantity
- c. Right Time
- d. All of the above

28/ Early purchasing and early supplier involvement in product design is one of the main activities of \_\_\_\_\_.

- a. Purchasing
- b. Procurement
- c. Supply management
- d. Cross functional teams

29/ \_\_\_\_\_ is concerned with someone who purchases something for himself, his family, and/or his friends.

- a. Customer purchasing
- b. Institutional purchasing
- c. Business purchasing
- d. Friend purchasing

30/ \_\_\_\_\_ involves organizations or firms purchasing for their businesses to perform their activities to achieve their ultimate objectives.

- a. Industrial Purchasing
- b. Friend purchasing
- c. Customer purchasing
- d. Government purchasing

31/ The \_\_\_\_\_ function comprises the essential activities associated with acquisition of the materials, services, and equipment used in an organization.

- a. Purchasing
- b. Supply
- c. Contract management
- d. Sourcing

32/ \_\_\_\_\_ is a process responsible for the development and management of a firm's total supply system.

- a. Supply Management
- b. Procurement
- c. Purchasing
- d. Investment management

33/ The \_\_\_\_\_ typically includes a broadened view of the traditional buying role, with more buyer participation in related materials activities.

- a. purchasing function
- b. integration process
- c. procurement process
- d. supplier identification process

34/ The \_\_\_\_\_ comprises the essential activities associated with acquisition of the materials, services, and equipment used in an organization.

- a. purchasing function
- b. integration process
- c. procurement process
- d. supplier identification process

35/ The \_\_\_\_\_ concept is an organizational concept that is designed to enhance coordination and control of the various materials activities.

- a. Purchasing
- b. Procurement
- c. Materials Management
- d. Supply Management

36/ When providing a firm with its physical requirements, which of the following is not of the 5 rights related to the objectives required to be achieved by the purchasing department?

- a- Quality
- b- Price
- c- Time
- d- None of the above

37/ Which of the following is one of the functional goals of the purchasing department of the firm?

- a- Right quality

- b- Right time
- c- To buy wisely
- d- Right price

38/ Keeping an uninterrupted flow of materials is one of the purchasing & supply management objectives that are related to the \_\_\_\_\_ of the firm.

- a- top management level
- b- operational level
- c- detailed objectives levels
- d- none of the above

39/ Purchasing materials from right supplier is one of the purchasing & supply management goals that are related to the \_\_\_\_\_ of the firm.

- a- top management level
- b- operational level
- c- detailed objectives levels
- d- none of the above

40/ Handling the purchasing function proactively and in a professional manner is one of the purchasing & supply management objectives that are related to the \_\_\_\_\_ of the firm.

- a- functional level
- b- top management level
- c- detailed strategic buying level
- d- none of the above