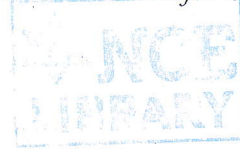


**Examination Control Division**  
2082 Shrawan

Exam.	Back		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject:** - Procurement Management (Elective III) (CE 78503)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

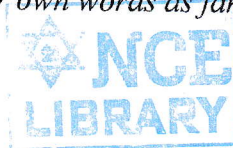


1. a) Why is a public procurement more complex than private procurement? Differentiate between procurement of work and consulting services. How does the procurement cycle help in procurement management? Explain briefly. [2+4+2]  
b) Explain about the importance of procurement planning for effective procurement management. Write the major differences between master procurement plan and annual procurement plan. Why is the MPP most necessary in a large scale project? [4+3+1]
2. a) What factors should be considered while selecting the methods of procurement? In which situation is the Open Competitive Bidding (OCB) the most suitable method of procurement? Explain. [4+4]  
b) What are the differences between a Design and Build contract and a BOT contract? Write down the advantages of BOT contract in a highway project. [4+4]
3. a) How can you select a consulting firm using Fixed Budget Method (FBM)? In which conditions can the Least Cost Method (LCM) be adopted in the procurement of consulting services? How can you enhance the institutional capacity in procurement management? Explain briefly. [3+2+3]  
b) "Effective administration and documentation are essential to ensure the effective contract management" Elaborate this statement with justification. Write down the factors to be considered to minimize the disputes in the contract of construction work. [4+4]
4. a) What do you mean by "Substantially responsive bidder"? How can you evaluate a bidder is substantially responsive bidder or non-responsive bidder? Write down the factors to be considered while preparing the evaluation criteria to select a bidder for construction work. [1+3+4]  
b) "Price alone may not sufficiently represent value for money." How can the value for money be achieved in procurement management? Explain briefly. Explain the core principles of procurement as per the procurement policies of World Bank and Asian Development Bank. [4+4]
5. Write short notes on: (Any Four) [4×4]
  - a) Procurement cycle
  - b) Technical Specification
  - c) Cost Reimbursable contract
  - d) Importance of Technical Audit
  - e) Market analysis in procurement planning

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV/ II	Time	3 hrs.

**Subject:** - Procurement Management (Elective III) (CE 78503)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.



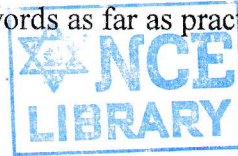
1. a) What do you mean by procurement management? How does the procurement cycle help in procurement management? Differentiate between private procurement and public procurement. [2+3+3]
- b) Why is the procurement planning necessary in an organization? Write down the preparatory activities while preparing the procurement plan. Write down the basic features of the Master Procurement Plan (MPP). [3+3+2]
2. a) Write down the suitability of community participation in public procurement. Why is the Single Stage Two Envelope (1S2E) bidding system adopted in public procurement of Nepal when cost estimation of a procurement is more than NRs. 20 million? In which condition is the direct procurement method adopted? Explain with its procedures as per Public Procurement Regulation, 2064. [3+2+1.5+1.5]
- b) Differentiate between item rate contract and, Design and Build (D&B) contract in the construction industries. Write down the advantages of item rate contract in a highway project. [4+4]
3. a) Write down the factors to be considered in the negotiation with proponent while selecting a consulting firm for consulting service procurement using QCBS method. In which conditions are the Quality Based Selection (QBS) and Least Cost Method (LCM) preferred in the procurement of consulting services? Explain briefly. [4+2+2]
- b) Differentiate between bid security and performance security? Write an importance of bid validity period in the procurement process. What are the tools/activities necessary to carry out for effective time control in order to complete the contract in the anticipated completion date? Explain briefly. [2+1+5]
4. a) How will the termination of a contract be carried out in a construction work? Explain briefly about any four potential compensation claims made by the contractor when the EOT has been granted by the employer in a building construction project. [4+4]
- b) What do you mean by technical audit? How will the technical audit help in a contract management? What factors should be considered to minimize the disputes in a construction project? Explain. [1+2+5]
5. Write short notes on: (Any Four) [4×4]
  - a) Uses of FIDIC Red Book and its features
  - b) Achieving value for money in procurement management
  - c) Open competitive bidding
  - d) Principles of procurement
  - e) Key features of Terms of Reference (ToR)

TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2080 Chaitra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject:** - Procurement Management (*Elective III*) (CE 78503)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



1. a) Differentiate between Master Procurement Plan (MPP) and Annual Procurement Plan (APP). In which condition is the MPP mandatory in public procurement? The construction industry of Nepal is facing a lot of problem during implementation of contract. Does the procurement plan help to resolve such problems? Write any four major problems of contract implementation and if MPP and APP helps to resolve such problem explain in short. [3+1+4]
- b) Describe about the procurement cycle in public procurement. What do you mean by institutional capacity for effective procurement management? How can the institutional capacity be enhanced for effective and efficient public procurement? Explain briefly. [3+2+3]
2. a) "Effective administration and documentation are essential to ensure the success of item rate contract." Elaborate this statement with justification. Why is the item rate contract usually preferred in the construction contract in Nepal? Explain about any three major challenges of item rate contract in the construction industry of Nepal. [2+3+3]
- b) Write down the factors to be considered while preparing evaluation criteria for consulting service procurement. Explain about the suitability of Quality and Cost Based Selection (QCBS) method. What factors should be considered by the client in the Negotiation with consultant if the consulting service is procured by Consultant's Quality based selection (CQS) method? Explain briefly. [3+2+3]
3. a) "Lowest evaluated substantially responsive bidder should be selected for the award of contract." Write down any three advantages and disadvantages of the above provision. What factors should be considered in the preparation of evaluation criteria for the procurement of works? Explain briefly. [4+4]
- b) The public entity could not terminate the non-performer contract on time. What are the challenges in Nepal to terminate such contract on time? In which situation the contractor has an authority to terminate the contract as per the provision of standard bidding document? Write down any four fundamental breaches of contract as per the standard bidding document. [3+1+4]
4. a) Confidentiality always hinders the provision of transparency. Transparency is one of the core principles of procurement and it is a basic requirement to enhance the effectiveness of all other principles of public procurement. But confidentiality is also important to preserve important information to make procurement process more effective. How can confidentiality be managed with ensuring the transparency of procurement. Explain in brief. Also mention the ways to get the value for money in public procurement. [4+4]
- b) What are core procurement principles of WB procurement policy? Differentiate between Value for money and economy in the procurement management. How can the fairness be enhanced in the public procurement as per the procurement regulation of ADB? Explain. [4+2+2]
5. Write short notes on: (Any Four) [4×4]
  - a) Management meetings in contract management
  - b) Causes of Disputes
  - c) Bid Validity and Bid security
  - d) Closing of contract

TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2079 Chaitra

Exam.	Regular	
Level	BE	Full Marks 80
Programme	BCE	Pass Marks 32
Year / Part	IV / II	Time 3 hrs.

**Subject:** - Procurement Management (CE 78503) (Elective III)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



1. a) What is procurement cycle? Prepare a sketch of procurement cycle. Also mention important provisions of public procurement act 2063? [2+2+4]  
b) Explain different types of procurement plans. For which tasks time schedule shall be mentioned in procurement plan? Mention the factors to be considered while specifying time in procurement plan. [3+2+3]
2. a) What is emergency situation? Write down the steps to be adopted in emergency procurement. Explain the importance of transparency and record keeping while making procurement in emergency situation. [2+3+3]  
b) What is unit rate contract? Explain basic features of unit price contract. Also explain advantages and disadvantages of unit price contract. [2+2+4]
3. a) What are various methods of selecting proposals during procurement of consulting services? Explain the situations of adopting those methods. What would be the weights for technical and financial proposals in each method? [4+2+2]  
b) Develop different qualification criteria for selection of construction entrepreneur as per standard bidding document issued by PPMO to construct a RCC building having cost estimate 100 million rupees in 2 years. [8]
4. a) What is dispute in contract? How it is arises? Explain various causes of disputes in contract. Can we avoid disputes? Explain [2+2+3+1]  
b) What is FIDIC? What does it do? Explain in brief the various FIDIC documents on conditions of contract with appropriateness of use. [2+6]
5. Write short notes on: (Any Four) [4×4]
  - a) Two envelop system
  - b) Bid capacity
  - c) Types of specification
  - d) Contract termination
  - e) Performance evaluation

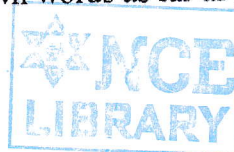
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TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2078 Chaitra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject: - Procurement Management (Elective III) (CE78503)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



1. a) Define the term procurement. How Public procurement differs from private procurement? Explain with basic features of public procurement. [1+4]
- b) Why procurement plan is important? Also mention the steps to be followed while preparing procurement plan. [2+3]
- c) Prepare an annual and master procurement plan for project with following details. Assume necessary information if needed. [6]  
Office "A" intends to procure in fiscal year 2078/79 as follows. Prepare MPP and APP of office "A" as per requirement.

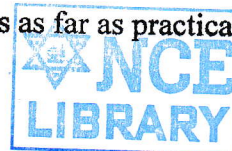
Description	Tentative cost	Duration
Canal construction	Rs. 200 million	5 Years

2. a) What are objectives of open competitive bidding? Explain various options of open competition bidding as per Public Procurement Act and Regulation of Nepal. [2+6]
- b) Differentiate single stage one envelope and single stage two envelope bidding system. [4]
- c) Sealed Quotation is also one of the method of procurement used in public procurement. Explain the procedure to undertake sealed quotation bidding for construction work of one storeyed building mentioning evaluating and award of contract too in brief. [4]
3. a) Prepare a sample Bid notice for procurement of works through NCB assuming necessary information as required. [4]
- b) You are a procurement official in ABC municipality. Your municipality is planning to construct an office building whose estimated cost is NPR 70 million without VAT and contingencies within 2 years. The provisional sum for the project is NPR 1 million. The estimated key activities are listed as PCC for RCC (1:1.5:3) 500 cu.m, Rebar 210 tonnes and Brick Masonry (1:4) 300 cu.m. What qualification criteria would you prepare for the procurement of works under the 1S2E method of the bidding process? [8]
- c) Explain advantages and disadvantages of BOOT contract. [4]
4. a) What are various methods of selecting proposals during procurement of consulting services? Explain the situations of adopting those methods. What would be the weights for technical and financial proposals in each method? [2+4+2]
- b) What information is required to be included in the Terms of reference (ToR) for the procurement of consultancy services? Prepare a format of ToR of any consultancy services of your choice. [4]
- c) What could be factor for creation of dispute between client and consultant during procurement of consulting service? [4]
5. a) What is technical audit? Explain the various project technical auditing stages. Also explain the expected benefits of technical auditing. [2+3+3]
- b) Why study on donor procurement guideline is necessary? State and briefly explain various donor procurement guidelines that are extensively used in Nepal. [2+6]

Exam.	Regular		
	Level	BE	Full Marks
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject: - Procurement Management (Elective III) (CE78503)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.



1. a) Define procurement. Explain the process of procurement cycle illustrating a sketch of procurement cycle. [5]
- b) Describe types procurement plans explaining differences between master procurement plan and annual procurement plan. [5]
- c) What is FIDIC? What standard contract models you know and why they are important? [6]
2. a) Discuss on Contractor's prequalification criteria explaining its underlying principles. [5]
- b) Discuss pre-bid meeting, bid validity and bid security explaining main features of them. [5]
- c) What is technical audit? Explain status of technical audit in Nepal. Also explain the various steps in technical audit process. [6]
3. a) Name types of procurement methods frequently adopted in public procurement. Describe open competitive bidding. [5]
- b) Explain the situation when procurement method of community participation is carried out. [5]
- c) Differentiate pre-qualification and post qualification of Contractors. What do you mean by one envelope bid used in bidding process? [6]
4. a) Define contract. Explain the types of contract and the factors to be considered in choosing types of contract. [5]
- b) What is unit price contract? Explain basic features of unit price contract by mentioning advantages and disadvantages of unit price contract. [5]
- c) Explain the BOOT model of contract. Mention advantages and disadvantages of BOOT contract. [6]
5. a) What is Term of reference (TOR)? Explain procedures to be adopted to prepare a shortlist of consulting firms. [8]
- b) In procuring a consulting service four proponents A, B, C and D contained in shortlist proposed financial price of 95, 102, 100 and 75 million respectively. Their technical scores are 72, 75, 73 and 69 respectively. Allowing weight to financial and technical proposals 30 and 70 and pass mark in technical proposal being 70, determine which proponent would be selected as per QCBS, QBS, FBS (max. budget 100 mln) and LCS. [8]
6. a) What is contract termination? Explain possible situations of terminating contract. Also explain fundamental breach of contract. [5]
- b) What is closing of contract? Explain various aspects to be considered for closeout of the contract. [5]
- c) Differentiate claims and dispute. Explain various techniques of dispute resolution. [6]

TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2076 Bhadra

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject:** - Procurement Management (*Elective III*)(CE 78503)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.



1. a) What do you mean by public procurement? Mention the objectives of public procurements. Also enlist the sound principles of public procurement. [2+3+3]  
b) Explain various types of procurement plans. Also mention the factors to be considered while specifying time in procurement plan. [4+4]
2. a) What is two envelop system? Explain its requirement as per Public Procurement Act, 2063. Also mention how bid is to be submitted, opened and evaluated in this system of bidding? [2+6]  
b) Explain the BOOT model in BOOT contract. Also explain advantages and disadvantages of BOOT contract. [3+5]
3. a) What are various methods of selecting proposals during procurement of consulting services? Explain the situations in which these methods of selection are adopted. What would be the weights for technical and financial proposals in each method? [3+3+2]  
b) Develop different qualification criteria on financial situation and experience required for selection of construction entrepreneur to construct a 10 KM asphalt concrete road having cost estimate 500 million rupees that has to be completed in 24 months on the basis of standard bidding document issued by PPMO. Also mention the eligibility criteria required. [6+2]
4. a) What is claim in contract? Explain common causes of claim and responsibility to such claim. How should the claim be entertained by contracting parties? [2+4+2]  
b) What is default procurement method for procuring goods, works and other services as per ADB procurement guideline? Mention the steps of ICB contract as per that guideline. At what stages prior review of bank is required? [1+4+3]
5. Write short notes on following (Any four). [4×4]
  - a. Bid validity period
  - b. Unit rate contract
  - c. Conflict of interest
  - d. Stages in bid evaluation
  - e. Technical audit

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Exam.	Regular		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject:** - Procurement Management (*Elective III*) (CE78503)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



1. Define Procurement. Describe the Procurement Processes with Procurement Cycle. Briefly differentiate between the Public and Private Procurement with three characteristic features. [8]
2. What do you understand by Procurement Plan? What are its importance? Prepare a master procurement plan of works of a road construction by a Road Division Office, DOR. [8]
3. What are methods of procurement you know? Describe in brief any three with suitable example of adoptability. [8]
4. a) Briefly describe the types of contract you know with their merits and demerits. [8]  
 b) What are the contract models of Public Private Partnership? Describe in brief about BOOT and BOT contract. [8]
5. What are the methods of selection of consulting services? Describe the procedure of Quality Cost Based Selection (QCBS) method. [12]
6. a) Describe the elements of Bid Document for the Procurement of the works. [8]  
 b) An irrigation office in Nepal has planned to procure the construction work of Headwork and Canal of the estimated amount of NPR 60 million in stipulated completion time of 2(Two) years. After due processes of procurement the contract has been awarded to a contractor for the contract amount of NPR 42.50 million. Calculate the followings with respect to PPA 2063 and PPR 2064: [4]
  - (i) Bid security amount
  - (ii) Determine the qualification criteria such as average annual turnover, specific experience of the works and liquid asset.
  - (iii) Performance Security
  - (iv) What will be the next step the procurement entity will have to follow if the awarded contract does not sign the contract in stipulated time?
7. a) How is the contract is managed successfully? How does the dispute come across? How it is resolved? [4]  
 b) What are the possible effects of extension of time of contract? [4]
8. a) What are the objectives of FIDIC? [4]  
 b) Describe in brief the processes of Technical Audit. [4]

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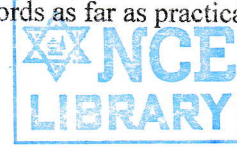
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06C TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2071 Bhadra

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BCE	Pass Marks	32
Year / Part	IV / II	Time	3 hrs.

**Subject:** - Procurement Management (Elective III) (CE78503)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



1. a) What do you mean by procurement? Explain procurement cycle. [2+5]
- b) What are the importances of procurement planning? Write contents of Master Procurement Plan and prepare a format. [3+4]
2. a) Why Open Competitive Bidding method of procurement is mostly used in public procurement? Differentiate National Competitive Bidding (NCB) and International Competitive Bidding (ICB) method of procurement. [2+3]
- b) What is cost reimbursable contract? Explain. [4]
- c) What are the objectives of community participation? Discuss force account. [2+3]
3. a) Define Contract and classify them. [1+2]
- b) Explain about the Unit Price Contract and Lump Sum Contract with their advantages and disadvantages. [5]
- c) Discuss BOOT Contract and its use in Nepal. [4]
4. a) Mention the basic procedures for the selection of consultant by public entity. [4]

**OR**

- Write down the Eligibility criteria and Ranking criteria for the short listing of consultants. [4]
- b) ToR is the document prepared by the client which is to be provided to the consultants to be participated in the procurement process. What are the matters to be included in the ToR? [4]
  - c) Specification is also a part of bid document. What are the purposes of specification? Write the general principles of specification writing. [3+3]
  5. a) What Qualification Criteria would you consider while preparing bid document for a construction project having cost estimate NRs. 60 millions in the Post - qualification system? Write down the purpose of pre-bid meeting. [2+2]

**OR**

- How do you evaluate the bids which are submitted for a construction project having cost estimate NRs. 60 millions in the post qualification system. [4]

b) Discuss activities during closing of contract. [4]

*OR*

What are the factors to be considered for time extension in a contract? [4]

c) Define Alternate Dispute Resolution (ADR). What are the benefits of ADR? Explain about Arbitration. [1+2+3]

6. a) Write importance of standard contract document. Write the general features of FIDIC Red Book. [3+3]

*OR*

Discuss different methods of hiring of consultant as per ADB Guidelines. [6]

b) What are the objectives of Technical Audit? Write the methodology of Technical Audit generally practiced in the context of our country. [2+4]

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