KENYATTA UNIVERSITY
UNIVERSITY EXAMINATIONS 2020/2021
FIRSTSEMESTER EXAMINATION FOR THE DEGREE OF BACHELOR OF SCIENCE IN REAL ESTATE

BRE 407: CONTRACTS AND PROCUREMENT IN REAL ESTATE

DATE: THURSDAY 1ST APRIL 2021 **TIME:11.00 A.M - 1.00 P.M**

INSTRUCTIONS:

ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS

QUESTION ONE (Compulsory)

a) Using examples, explain any five (5) issues any law on procurement should address. (5 marks)

b) Discuss the effect of each above issue on procurement in a Real Estate firm. (5 marks)

c) Use a well labelled diagram and explain the organizational structure you recommend for a Real Estate firm with a Procurement Manager. (10 marks)

d) Describe any five (5) functions of a Procurement Department. (10 marks)

QUESTION TWO

a) Before finalizing a contract with a landscaping firm in a property, identify five (5) elements that should be present in a contract. (5 marks)

b) Explain any five (5) faults you would look out for in the document at (a) above. (10 marks)

c) "Forecasting of procurement depends on several conditions" Explain five (5) of them (5 marks)

QUESTION THREE

a) Name the main source of law governing procurement by the Government. (2 marks)

b) Discuss any four (4) reasons why suppliers to the Government and its institutions find it difficult to observe this law to the letter. (8 marks)

c) The use of technology in work processes results in efficiency and savings for a firm. Explain any five (5) work processes that may benefit from the use of technology in a procurement function in Real Estate. Use examples as necessary. (10 marks)

QUESTION FOUR

a) You are prequalified for a tender by a Bank to supply Valuation services. Describe the tendering process. (10 marks)

b) By use of examples, discuss four (4) ways of discharging a contract to offer Property Management services. (10 marks)

QUESTION FIVE

a) You are heading a team to negotiate the terms of a large contract to sell over 2000 units in a mixed use development. Identify any four (4) main points in your negotiation and the stages you expect in the negotiation. (10 marks)

b) Describe any five (5) methods of identifying suitable suppliers. (10 marks)