

041606T4SCM

SUPPLY CHAIN MANAGER LEVEL 6

BUS/OS/SC/CR/03/6/A

OVERSEE DISTRIBUTION OF STORED GOODS

July/August 2024



TVET CURRICULUM DEVELOPMENT, ASSESSMENT AND CERTIFICATION

COUNCIL (TVET CDACC)

WRITTEN ASSESSMENT

TIME: 3 HOURS

INSTRUCTIONS TO CANDIDATE:

1. This paper consists of **TWO** sections; **A** and **B**.
2. Answer **ALL** the questions as guided in each section.
3. Marks for each question are as indicated in the brackets.
4. You are provided with a separate answer booklet to answer the questions.
5. Do not write in this question paper.

This paper consists THREE (3) printed pages

Candidate should check the question paper to ascertain that all pages are printed as indicated and that no questions are missing

SECTION A: (40 MARKS)

Answer ALL the questions from this section.

1. Prospective customers are those that have shown interest in the purchase of distribution services. List FOUR ways of identifying a prospective customer. (4 marks)
2. Using a network of pipes, pipeline transport is a way of moving materials like liquids, gasses or solids. Outline FOUR benefits of using pipeline transport. (4 marks)
3. Fleet tracking systems provide solutions for a range of issues encountered by companies that oversee automobile fleets. Identify FOUR issues solved by fleet tracking system. (4 marks)
4. Businesses take consideration on a number of requirements when assigning distribution jobs to guarantee that customers receive items in an efficient and effective manner. List FOUR factors considered in delegation of distribution tasks to subordinates. (4 marks)
5. A quotation is a formal document offered by a seller to a prospective customer. State FOUR contents included in a quotation document. (4 marks)
6. Distribution companies assess multiple factors when deciding on a channel of distribution for goods. State FOUR factors considered in selecting a channel of distribution. (4 marks)
7. Portable goods can be characterized according to a number of criteria. Outline FOUR ways of classifying goods for transportation. (4 marks)
8. The distributor bears the inbound costs as a component of their supply chain activities. State FOUR inbound costs incurred in the distribution of goods. (4 marks)
9. Resources are needed for the delivery of commodities in order to guarantee prompt and effective transportation from the place of origin to the destination. Identify FOUR resources required for the delivery of goods. (4 marks)
10. Navigation system provides guidance to the destination of products. List FOUR importances of a navigation system in transportation. (4 marks)

SECTION B: (60 MARKS)*(Answer question 11 and any other two questions in this section)***Case Study**

Bedri Distributors was formed in 2001. The company's main objective is to provide world class distribution services to local and foreign companies. As a service provider it was to ensure that there was clear policy for fleet management, route plans, load plans and vehicle tracking systems. For some years the company was known to provide quality service until 2009 when a survey done by an independent survey company revealed that Bedri Distributors had a lot of environmental issues and lacked a careful stock control system that could ensure cost management on the inventory. In 2019, the Company C.E.O stated that the company was looking to penetrate into the new markets as a strategy for the growth of the business.

Required

11.

- a. Explain FIVE factors that the management of Bedri Distributors should consider when selecting the mode of transport. (10 marks)
- b. Discuss FIVE considerations that Bedri Distributors may consider before venturing into a new market. (10 marks)

12.

- a. ABC Company is one of the best shipping companies that has been facing challenges with the documentation of the shipped goods. Explain FIVE documents used for shipping goods.(10 marks)
- b. For effective distribution of goods, a firm should invest in transport fleet. Discuss FIVE transport fleet that the firm will invest in. (10 marks)

13.

- a. The drivers of the commercial vehicles must observe strict safety standards. Explain FIVE safety requirements considered for commercial vehicles. (10 marks)
- b. There are various channels of distribution that are used by manufacturing companies. Explain FIVE advantages of using three level channels of distribution. (10 marks)

14.

11. Transport manager of an organization should establish different distribution routes to ensure timely delivery of goods. Describe FIVE reasons for establishing different routes. (10 marks)
12. Timely delivery of goods enhances customer's satisfaction. Explain FIVE steps that an organization should follow when delivering goods to its customers. (10 marks)