L4M1 Revision Update 15th May 2022

Number 1

Issue – Carter’s 10 c’s change depending on material source

Source to use is below (further information if you click on each link)

https://www.10cmodelsupplierselection.com/the-10c-model/#1504264657581-543eb9b6-a2f6

* [Competency](https://www.10cmodelsupplierselection.com/competency/)
* [Capacity](https://www.10cmodelsupplierselection.com/capacity/)
* [Commitment to Quality](https://www.10cmodelsupplierselection.com/commitment-to-quality)
* [Control of Internal Processes](https://www.10cmodelsupplierselection.com/control-of-internal-processes/)
* [Cash and Finance](https://www.10cmodelsupplierselection.com/cash-and-finance/)
* [Consistency of Performance](https://www.10cmodelsupplierselection.com/consistency-of-performance/)
* [Cost](https://www.10cmodelsupplierselection.com/cost/)
* Compatibility to [Culture](https://www.10cmodelsupplierselection.com/culture/)
* Compliance to [CSR](https://www.10cmodelsupplierselection.com/csr/)
* [Communication](https://www.10cmodelsupplierselection.com/communication/)

The problematic ones are Number 7 and Number 8. Sources can state ‘compatibility’ or ‘culture’ and also ‘compliance’ or ‘CSR’.

Solution

There are very much the same, with ‘compatibility’ and ‘compliance’ being the verb. However, it can be argued that other things apart from culture needs to be compatible and other things apart from CSR need to be complied with, ethics for example.

Even though the links above are the Carter’s 10 c’s, it shows from Carter’s own website that organisations have adapted these to suit their own requirements. So my suggestion is to stick with ‘compatibility’ and ‘compliance’ as this broadens out any potential response.

Number 2

Question regarding the link between the raising donation objective and procurement (25 marks)

This one can be a tricky one and the below is what I’ve come up with for the top-level headers

Normally the two hardly meet but they should.

Solution

* Ensuring reputation of the third sector and supply chain is upheld
* Promoting awareness of the organisation through the supply chain
* Gaining market intelligence
* Reducing supply chain costs to free up money for promotions
* Procuring promotional merchandising as per specification from marketing

How I approached this one, and the same can be applied to increasing market share for both private and third sector, is to think in a way on how procurement can support sales and market to drive revenue; be it donations, share investment or new customers and contracts.

Number 3

What should be in a procurement or sourcing procedure (25 marks)

Solution

* Roles and responsibilities
* Authorisation limits
* Method of contracting
* Methods of risk assessment
* Purchase order/ P2P process

The above was grabbed from the link below for an example procurement procedure, hopefully you have already had a look at your internal procurement procedures as advised during the session.

<https://www.sqa.org.uk/sqa/files_ccc/Procurement_Procedures.doc>

Some students in the past have got a bit confused as to what the differences are between a policy, procedure and process.

See link below for explanation.

<https://processbliss.com/difference-between-policy-process-procedure/#:~:text=Policy%3A%20%E2%80%9Ca%20course%20or%20principle,official%20way%20of%20doing%20something.%E2%80%9D>

In practice many organisations actually use these interchangeably, such as the SQA example where their ‘procedure’ contained both ‘policy’ and ‘process’.

For the exam stick to ‘policy’ and ‘procedure’. As the link explaining the difference state the policy drives the processes and procedures and is more long term and established, for example a company can have a CSR policy contained within their procurement policy on their overall CSR approach.

Generally policies are linked to support strategies.