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**FOURTH YEAR EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR
OF COMMERCE (PROCUREMENT AND LOGISTICS)**

BPLM 314: INTERNATIONAL PROCUREMENT

STREAMS: BPLM, BCOM Y4S2

TIME: 2 HOURS

DAY/DATE: TUESDAY 30/03/2021

2.30 P.M – 4.30 P.M

INSTRUCTIONS:

Answer question one and any other two questions

QUESTION ONE (30 MARKS)

(a) Discuss the various international market entry options applicable when venturing to global markets. [15 marks]

(b) Discuss major classes of international commercial terms that are used when sourcing globally as clearly port laid by the international chambers of commerce (ICC). [15 marks]

QUESTION TWO

Using examples discuss the following concepts as used in international procurement

- (i) E –sourcing [5 marks]
- (ii) Clearing and forwarding [5 marks]
- (iii) Safety /security of warehouse [5 marks]
- (iv) Globalization dimensions. [5 marks]

QUESTION THREE (20 MARKS)

- (a) ‘ Maintaining global purchasing and supply relationship with suppliers in different parts of the world is difficult’. Discuss [10 marks]
- (b) Discuss the procedure involved in international purchasing highlighting the major methods of payment used based on global transaction. [10 marks]

QUESTION FOUR (20 MARKS)

- (a) Documentation is critical in international purchasing and it serves as evidence whenever perils occur. Discuss the major documents used in international purchasing. [10 marks]
- (b) Describe the major areas of supplies selection, evaluation and appraisal when sourcing for the organization’s goods and services. [10 marks]
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