

CHUKA



UNIVERSITY

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**SECOND YEAR EXAMINATION FOR THE AWARD OF DIPLOMA IN
PROCUREMENT AND LOGISTICS**

DPLM 0216: INTERNATIONAL PROCUREMENT

STREAMS: DPLM Y2S2

TIME: 2 HOURS

DAY/DATE: TUESDAY 04/12/2018

11.30 A.M. – 1.30 P.M.

INSTRUCTIONS:

- **Answer question one and only other two questions.**

Question 1

- (a) Argue the case for and against international procurement. (10 marks)
- (b) Explain the drivers of international procurement. (10 marks)
- (c) Explain the various market entry options into the international markets. (10 marks)

Question 2

- (a) The integration and coordination of procurement requirements across the worldwide business units faces various difficulties. Explain the problems. (10 marks)
- (b) Describe documents you would require to claim title to imported goods. (5 marks)
- (c) International market entry evaluation process gauge international business areas which offer the best opportunities for business operations in line with their distinct products and or services. Describe this process. (5 marks)

Question 3

- (a) Standard trade definitions used in international sales contracts are most frequently listed by category. Describe terms that cover shipments where the shipper's responsibility ends when goods arrive at a specific point. (5 marks)

- (b) Enumerate four methods of payment used in global procurement. (4 marks)
- (c) Describe the role of warehousing in procurement and logistics management. (6 marks)
- (d) Implementing a trade bloc reaps significant economic advantages. Outline five such advantages. (5 marks)

Question 4

Discuss the various regional trading blocs and cooperation agreements. (20 marks)
