

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

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

DPLM 0216: INTERNATIONAL PROCUREMENT

STREAMS: DPLM Y2S2

TIME: 2 HOURS

DAY/DATE: TUESDAY 06/08/2019

11.30 A.M. – 1.30 P.M.

INSTRUCTIONS:

- Answer question ONE and any other TWO questions

QUESTION ONE (30 MARKS)

- (a) Discuss the various international market entry options applicable in international markets. (15 marks)
- (b) Discuss any SEVEN INCOTERMS that are used when sourcing globally as clearly port laid by the international chambers of commerce (ICC). (15 marks)

QUESTION TWO (20 MARKS)

- (a) Discuss any FIVE trading blocs applicable in international procurement. (10 marks)
- (b) With regard to international trade, discuss various globalization dimensions. (10 marks)

QUESTION THREE (20 MARKS)

- (a) Discuss the major documents used in international procurement. (10 marks)
- (b) “Maintaining global purchasing and supply relationships with suppliers in different parts of the world is difficult.” Discuss. (10 marks)

QUESTION FOUR (20 MARKS)

(a) Using examples describe the following concepts in relation to strategic international purchasing.

(i) Export/Import process (6 marks)

(ii) Clearing and forwarding (6 marks)

(iii) Bill of exchange (7 marks)
