

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

CHUKA , THARAKA & EMBU

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

DPLM 0216: INTERNATIONAL PROCUREMENT

STREAMS: DPLM Y2S2

TIME: 2 HOURS

DAY/DATE: TUESDAY 10/12/2019

11.30 AM – 1.30 PM

INSTRUCTIONS:

Answer Question One and any other Two Questions

QUESTION ONE (30 MARKS) (COMPULSORY)

- (a) Supplier appraisal may arise when a prospective vendor applies to be placed on the buyer's approved list or in the course of negotiation when the buyers wishes to assume him/herself that a supplier can meet requirements reliably. Discuss all what should be appraised. [15 marks]
- (b) International procurement is characterized by intense use of documentation to facilitate transactions. State and explain documents commonly used by players in the international procurement. [10 marks]
- (c) Discuss the reasons for international procurement. [5 marks]

QUESTION TWO

- (a) Discuss the factors to consider when sourcing internationally. [10 marks]
- (b) Discuss the various market entry options applicable in international markets. [10 marks]

QUESTION THREE

- (a) Define what a warehouse is and explain the various functions of warehousing. [10 marks]

- (b) State and explain any five incoterms and their role in enhancing international trade. [10 marks]

QUESTION FOUR

- (a) Highlight and explain the driver / factors of international procurement. [8 marks]
- (b) Import and export takes place in a turbulent environment full of challenges and risks that are considered to be threat to both importers and exporters. Discuss with respect to these risks and challenges and how they can be mitigated. [12 marks]
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