

**CHUKA**



**UNIVERSITY**

**UNIVERSITY EXAMINATIONS**

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

**CPLM 00115: INTERNATIONAL PROCUREMENT**

**STREAMS: CPLM**

**TIME: 2 HOURS**

**DAY/DATE: TUESDAY 03/12/2019**

**2.30 PM – 4.30 PM**

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**INSTRUCTIONS:**

- **Answer Question One and any other Two Questions**
- **Do not write on the question paper**

**Question One**

- (a) Discuss various international market entry methods applicable in international markets. [10 marks]
- (b) Discuss the major documents used in international procurement. [10 marks]
- (c) Implementing a trade bloc reaps significant economic advantages. Explain five such advantages. [10 marks]

**Question Two**

- (a) Discuss any ten incoterms that are used when sourcing globally as clearly portlaid by the international chambers of commerce (ICC). [20 marks]

**Question Three**

- (a) Explain the reasons why organizations are opting the application of sourcing internationally. [10 marks]
- (b) Discuss various methods of payment based on global transactions. [10 marks]

**Question Four**

Discuss various types of warehouse and elaborate the main functions of warehousing.

[10 marks]

- (b) Explain some of the factors that are generally hampering planning for international purchasing.

[10 marks]

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