

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

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

DPLM 0126: INTERNATIONAL PROCUREMENT

STREAMS: DPLM Y2S2

TIME: 2 HOURS

DAY/DATE: FRIDAY 13/04/2018

11.30 A.M - 1.30 P.M.

INSTRUCTIONS:

- Answer Question ONE and any other TWO Questions.

QUESTION ONE [30 MARKS]

- (a) Discuss any 7 INCOTERMS that are used when sourcing globally as clear port laid by the International Chambers Of Commerce. (ICC) [15 Marks]
- (b) Discuss the various international market entry options applicable in international markets. [15 Marks]

QUESTION TWO

- (a) With regard to international trade, discuss various advantages of trading blocs. [10 Marks]
- (b) Explain the benefits, reasons and challenges/problems that most companies face when sourcing internationally. [10 Marks]

QUESTION THREE

Documentation is critical in international purchasing and it serves as evidence whenever perils occur. Discuss the major documents used in international purchasing. [20 Marks]

QUESTION FOUR [20 MARKS]

- (a) Describe the major areas of supplier selection, evaluation and appraisal when sourcing for the organization's goods and services. [10 Marks]
- (b) Using examples, describe the following concepts in relation to strategic international purchasing.
- (i) Export/import process. [5 Marks]
 - (ii) Clearing and forwarding. [5 Marks]