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CHUKA



UNIVERSITY

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**SUPPLEMENTARY / SPECIAL EXAMINATIONS  
DIPLOMA IN PROCUREMENT AND LOGISTICS MANAGEMENT  
DPLM 0126: INTERNATIONAL PROCUREMENT**

**STREAMS: DPLM Y2S2**

**TIME: 2**

**HOURS**

**DAY/DATE: MONDAY 16/11/2020**

**5.00 P.M - 7.00 P.M.**

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**INSTRUCTIONS:**

- Answer question **ALL QUESTIONS**,

**QUESTION ONE (20 MARKS)**

- a) Discuss any 7 INCOTERMS that are used when sourcing globally as clearly port laid by the international chambers of commerce (ICC) (10 Marks )
- b) Discuss the various international market entry options applicable in international markets (10Marks)

**QUESTION TWO (20 MARKS)**

- 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 (20 MARKS)**

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 organizations' goods and services (20 Marks)

**QUESTION FIVE**

- b) Using examples describe the following concepts in relation to strategic international purchasing.
- i) Export /Import process (10 Marks)

iii) Clearing and forwarding

(10 Marks)

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