
CHUKA



UNIVERSITY

**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.

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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