

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

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

DPLM 0216: INTERNATIONAL PROCUREMENT

STREAMS: DPLM Y2S2

TIME: 2 HOURS

DAY/DATE: FRIDAY 17/04/2020

11.30 A.M. – 1.30 P.M.

INSTRUCTIONS:

- **Answer question ONE and any other TWO questions.**

QUESTION ONE (30 MARKS)

- (a) Discuss any seven INCOTERMS that are used globally when sourcing for goods, services and works as clearly port laid by the international chambers of commerce (ICC). (15 marks)
- (b) Explain any seven international market entry options applicable when venturing Global markets. (15 marks)

QUESTION TWO

- (a) Describe the major areas of suppliers selection, evaluation and appraisal when sourcing for the organizations' goods and services. (10 marks)
- (b) Discuss challenges of international procurement and how to mitigate them. (10 marks)

QUESTION THREE (20 MARKS)

- (a) Discuss the major documents used in international procurement. (10 marks)
- (b) "Maintaining global procurement relationships with suppliers in different parts of the world is difficult." Discuss. (10 marks)

QUESTION FOUR (20 MARKS)

Using examples discuss the application of the following functions in International procurement.

- (i) Export process (5 marks)
 - (ii) Clearing and forwarding (5 marks)
 - (iii) Bill of lading (5 marks)
 - (iv) Globalization dimensions (5 marks)
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