

CHUKA

UNIVERSITY



UNIVERSITY EXAMINATIONS

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

CPLM 00115: INTERNATIONAL PROCUREMENT

STREAMS: CERT CPLM (ODEL)

TIME: 2 HOURS

DAY/DATE: WEDNESDAY 07/08/2024

8.30 A.M. – 10.30 A.M.

INSTRUCTIONS

- **Answer question 1 and any other 2 questions**

QUESTION ONE (30 marks) COMPULSORY

- (a) Highlight and explain the drivers/factors of International procurement (6 marks)
- (b) What are the challenges of international buying (6 marks)
- (c) When buying abroad there are a number of payment methods that can be used. Explain any five examples of payment methods (6 marks)
- (d) International trade is the exchange of capital goods, and services across international borders or territories. Discuss the advantages of international trade to purchasing and supplies function (6 marks)
- (e) The World Trade Organization (WTO) is an organization that intends to supervise and liberalize international trade. Explain the main function of the WTO (6 marks)

QUESTION TWO

- (a) Discuss ways in which INCOTERMS have facilitated global procurement (5 marks)
- (b) Discuss the advantages of Countertrade (5 marks)
- (c) Explain the Sources of information about overseas suppliers (10 marks)

QUESTION THREE

- a) Define what is a warehouse and explain the functions of warehousing (5marks)
- b) What is the procedure involved in international purchasing (5 marks)
- c) Explain the different Types Of Countertrade (10 marks)

QUESTION FOUR

- a) Define the following terms in relation to international procurement
 - i. Bills of exchange (3 marks)
 - ii. Incoterms (3 marks)
 - iii. Counter Trade (3 marks)
 - iv. Reciprocal trade (3 marks)
 - b) Highlight the ten Cs of supplier evaluation (8 Marks)
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