

CHUKA



UNIVERSITY

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**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF COMMERCE
(PROCUREMENT OPTION)**

BPLM 314: INTERNATIONAL PROCUREMENT

STREAMS: BPLM Y4S2

TIME: 2 HOURS

DAY/DATE: THURSDAY 23/09/2021

8.30 A.M – 10.30 A.M.

INSTRUCTIONS:

- **Answer question ONE and any other TWO questions. Be clear and neat, give examples where appropriate.**

QUESTION ONE (30 MARKS)

- (a) Discuss any SEVEN international market entry options applicable when venturing to global markets. (15 marks)
- (b) Discuss major classes' of international commercial terms that are used when sourcing globally as clearly port laid by the international chambers of commerce (ICC). (15 marks)

QUESTION TWO

“Maintaining global purchasing and supply relationships with suppliers in different parts of the world is difficult.” Discuss. (20 marks)

QUESTION THREE (20 MARKS)

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

- (i) Security and safety issues in warehousing. (4 marks)
- (ii) Commercial International Institutions and Associations. (4 marks)
- (iii) International Procurement Documents. (4 marks)

- (iv) Sourcing process. (4 marks)
- (v) Globalization dimensions. (4 marks)

QUESTION FOUR (20 MARKS)

- (a) With regard to international trade, discuss various advantages of trading blocs. (10 marks)
 - (b) Discuss the procedure involved in international purchasing highlighting the major methods of payment used based on global transaction. (10 marks)
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