

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

**EXAMINATION FOR THE AWARD OF DEGREE OF MASTER OF SCIENCE IN
PROCUREMENT AND LOGISTICS MANAGEMENT**

MPLM 818: INTERNATIONAL PROCUREMENT AND LOGISTICS

STREAMS: Y2S1

TIME: 3 HOURS

DAY/DATE: THURSDAY 06/12/2018

2.30 P.M – 5.30 P.M

INSTRUCTIONS

- **Answer question one and any other three questions**
 - **Be clear and neat, give examples where appropriate**
1. (a) Logistics management is a “springboard’ in perfection of supply chains goals. Justify this statement by discussing ways and means of gaining strategic fit in an organization supply chain logistics. [10 marks]
 - (b) Discuss the various international market entry options applicable when venturing to global markets. [10 marks]
 - (c) Discuss the four classes of INCOTERMS used to source raw materials as clearly port laid by the international chambers of commerce clearly highlighting the responsibilities of buyer and seller. [10 marks]
 2. (a) “Maintaining global purchasing and supply relationships with suppliers in different parts of the world is difficult” , Discuss [7 marks]
 - (b) Documentation is critical in international procurement and it serves as evidence whenever perils occur. Discuss the major documents used in international procurement. [8 marks]
 3. (a) Using Michael Porters model, discuss value added of logistics. [8 marks]

(b) Discuss international procurement drivers/factors when sourcing internationally.

[7

marks]

4. (a) Discuss the role of Freight and forwarders in international procurement. [8marks]

(b) Explain five ethical issues that would be likely to have a bearing upon a company's commercial relationship with its suppliers. [7 marks]

5. Using examples, discuss the following terms as used in international procurement and logistics management:

(a) Globalization dimensions [3 marks]

(b) Clearing and forwarding [3 marks]

(c) Trading blocs [3 marks]

(d) Transport distribution [3 marks]