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**KIRIRI WOMEN'S UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2024/2025 ACADEMIC YEAR**  
**SECOND YEAR, SECOND SEMESTER EXAMINATION**  
**FOR THE DIPLOMA IN PROCUREMENT & SUPPLIES**  
**MANAGEMENT**  
**DPS 1117: INTERNATIONAL PURCHASING**

Date: 12<sup>TH</sup> April, 2024  
Time: 11.30AM-1.30PM

**INSTRUCTIONS TO CANDIDATES**

**ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS**

**QUESTION ONE (30 MARKS)**

- a) Using clear examples distinguish between global sourcing and international sourcing. **(4 Marks)**
- b) Compare and contrast between counterfeit and piracy. **(4 Marks)**
- c) Identifying various crucial elements for sourcing overseas is pivotal. highlight the key successful components essential for effective international sourcing. **(4 Marks)**
- d) Outline the challenges facing international purchasing. **(6 Marks)**
- e) Regional blocks, also known economic integration agreements, refer to groups of countries within a specific geographic region that form an alliance to enhance economic cooperation and trade relations. Highlight the roles of regional economic blocks in international purchasing. **(6 Marks)**
- f) Highlight the advantages of using air transport for supply of goods. **(6 Marks)**

**QUESTION TWO (20 MARKS)**

- a) Examine the role of government in international purchasing. **(6 Marks)**
- b) Using examples Compare and contrast multi-modal logistics and intermodal logistics in the context of transportation management. **(6 Marks)**
- c) Kajulu LTD intends to transports materials purchased from overseas market by sea. Explain any four incoterms that may be used through this mode. **(8 Marks)**

**QUESTION THREEE (20 MARKS)**

- a) Discuss roles of World Trade Organisation (WTO) in international purchasing management. **(6 Marks)**
- b) Discuss the advantages of adopting global sourcing strategy in an organisation. **(6 Marks)**
- c) In the current global business landscape, how can organizations effectively address and overcome challenges encountered in international purchasing? **(8 Marks)**

**QUESTION FOUR (20 MARKS)**

- a) Amidst the complexities of global procurement, explain how Information Technology serve as a fundamental enabler for enhancing and simplifying international purchasing operations. **(8 Marks)**
- b) Examine the various methods of settling payments in international purchasing. **(6 Marks)**
- c) Classify commodity markets into various categories and offer examples for each category to clarify their distinctive traits. **(6 Marks)**

**QUESTION FIVE (20 MARKS)**

- a) Discuss in detail the impacts of counterfeiting on international purchasing, exploring its wide-ranging effects on various stakeholders, including businesses, consumers, and governments. **(8 Marks)**
- b) Examine the diverse strategies used by businesses and governments to combat counterfeiting in the realm of international purchasing. **(8 Marks)**
- c) In the context of international purchasing, analyse the advantages associated with utilizing rail transport as a mode of transportation. **(4 Marks)**