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KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATION, 2018/2019 ACADEMIC YEAR
DIPLOMA IN PROCUREMENT AND SUPPLIES MANAGEMENT
DPS 1117- INTERNATIONAL PURCHASING

Date: 12th April, 2018
Time: 11.00Am-1.00Pm

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE (30 MARKS)

- a) Explain five reasons why organizations take part in international business. (5Marks)
- b) Describe any five transport documents used in international purchasing (5Marks)
- c) Explain five methods of material descriptions used in international purchasing (5Marks)
- d) Explain five benefits of certification to an international purchaser (5Marks)
- e) Describe five limitations of litigation as a method of settling disputes in international purchasing (5Marks)
- f) Highlight the procedure used in international purchasing (5Marks)

QUESTION TWO (20 MARKS)

- a) Describe any five common challenges that faces international purchasers. (10Marks)
- b) Explain five advantages of using vendor rating as a method of evaluation in international business. (10Marks)

QUESTION THREE (20 MARKS)

- a) Describe five stages followed in effective global sourcing strategy (10Marks)
- b) Explain any five commercial documents in in international purchasing (10 Marks)

QUESTION FOUR (20MARKS)

- a) A good global sourcing strategy should address five key aspects. Explain ([10Marks)
- b) Analyze five delivery factors on which International purchasing is based (10Marks)

QUESTION FIVE (20 MARKS)

- a) Describe five factors to be considered by firms dealing with international business in the service sector when choosing their suppliers (10Marks)
- b) Explain five effects of globalization on international purchasing (10Marks)