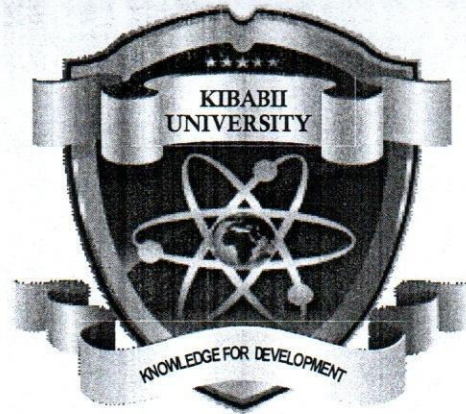


# KIBABII UNIVERSITY



## UNIVERSITY EXAMINATIONS

**2019/2020 ACADEMIC YEAR  
THIRD YEAR SECOND SEMESTER  
MAIN EXAMINATION**

**FOR THE DEGREE OF BACHELOR OF COMMERCE  
COURSE CODE: BCP 313  
COURSE TITLE: INTERNATIONAL PURCHASING  
DATE: 17/11/2020      TIME: 2.00 – 4.00PM**

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### **INSTRUCTION TO CANDIDATES**

- 1) The paper contains **FIVE** questions
- 2) Attempt **THREE** questions
- 3) Question **ONE** is Compulsory

**TIME: 2 Hours**

**KIBU** observes **ZERO** tolerance to examination cheating

### QUESTION ONE

"Boundaries are shrinking and disappearing, and what's becoming apparent is that global purchasing and domestic purchasing are flowing, blending, and converging into one stream."

- a) Explain what this statement means (7marks)
- b) In your opinion, is there any difference between global purchasing and domestic purchasing as per this context? (8marks)
- c) What are the future global sourcing trends? (8marks)
- d) Briefly explain the Drivers of International Purchasing (7marks)

### QUESTION TWO

Advocating for the use of world class suppliers implies worldwide sourcing. Discuss the possible gains for the buyer from sourcing on a worldwide basis, and outline the difficulties which may be encountered. (20 marks)

### QUESTION THREE

- a) Explain 10 types of commercial and transport documents used in International Purchasing. (10 marks)
- b) Identification of suitable supplier is a key activity for an international purchaser. Explain approaches that can be used to identify suppliers. (10 marks)

### QUESTION FOUR

- a) Explain multi-modalism (10 marks)
- b) Explain how the benefits of multi-modalism to the International Purchaser (10 marks)

### QUESTION FIVE

Culture has a major impact on international Purchasing. Explain ten aspects of a country's culture that can affect purchasing between countries (20 marks)