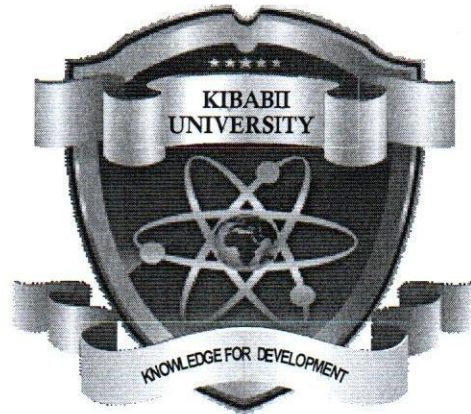


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KIBABII UNIVERSITY



UNIVERSITY EXAMINATIONS 2020/2021 ACADEMIC YEAR THIRD YEAR FIRST SEMESTER

MAIN EXAMINATION

FOR THE DEGREE OF BACHELOR OF COMMERCE

COURSE CODE: BCP 344

COURSE TITLE: INTERNATIONAL PURCHASING

DATE: 14/05/2021

TIME: 8.00AM-10.00AM

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

- a) The purchasing manager of Mbakalo Limited intends to procure some materials from international sources. Explain the problems that the manager may encounter from this move (10 marks)
- b) As a newly employed procurement officer, you are seeking information pertaining the potential overseas suppliers. Describe the possible sources of such information. (10 marks)
- c) Outline the aspects of cultural practice that a purchasing officer should consider when buying from international sources. (10 marks)

QUESTION TWO

- a) Evaluate 5 factors a buyer should consider when selecting mode of transport for international purchase (10 marks)
- b) Explain 5 factors that a purchasing officer should consider in choosing the methods of payment used in global purchasing (10 marks)

QUESTION THREE

- a) Discuss some ways that affirm benefits from sourcing decisions (10 marks)
- b) Discuss 5 reasons why some outsourced services fail to meet buyers' needs (10 marks)

QUESTION FOUR

- a) Highlight the risks that a logistics company may be exposed to when shipping goods from one continent to another. (10 marks)
- b) Explain the role of International Chamber of Commerce in the regulation of international purchasing operations (10 marks)

QUESTION FIVE

- a) Many countries form regional economic blocs to facilitate trade among themselves. Explain the benefits that accrue to the member counties from such move (10 marks)
- b) Outline the functions of Bill of Lading in international purchasing (10 marks)