

**TECHNICAL UNIVERSITY OF MOMBASA**  
**END OF SEMESTER FEB-MAY 2016 EXAMS**  
**BPC 2205: INTERNATIONAL PURCHASING**  
**PAPER I**

**INSTRUCTIONS: *Question 1 compulsory and any other two***

**QUESTION I**

- a) Mr. John was working with one of the top best International Companies in the United States. His main company work as a manager is to ensure that the goods that are being imported and exported out of the country meet the requirements of the state and are utilized in the various countries. In regards to the above statement, discuss the stakeholder that ensures standard quality is met in all products and services before importing or exporting in various countries. **(10marks)**
- b) An international purchaser is likely to encounter many different types of bills of lading. Review the main categories of bills of lading that are typically seen in international trade.**(10marks)**
- c) Discuss the elements in product specification. **(10marks)**

**QUESTION II**

- a) International purchasing involves many disciplines including logistics, marketing, product evaluation, international distribution among others. Discuss in details the international purchasing function. **(10marks)**
- b) Free on Board is one of the term that is used in Incoterms 2000 in international purchasing. Discuss the responsibilities of the seller as related in the shipment of goods. **(10marks)**

**QUESTION III**

- a) Sourcing for goods or services from abroad is one of the key aspects within international organizations. In a broad perspective discuss the difficulties of buying goods abroad. **(10 marks)**
- b) Discuss the different methods of payments in international markets. **(10 marks)**

**QUESTION IV**

- a) International Purchasing involves the use of different intermediaries during the process of buying. Discuss the different intermediaries used in International Markets. **(10 marks)**
- b) Discuss the advantages and disadvantages of counter trade as used in international markets.**(10marks)**

**QUESTION V**

When procuring goods, services and products from an international market there is normally a process that both the buyer and supplier should comply to. In regard to this statement discuss the process of purchasing from International Markets **(20mks)**