

Paper A



TECHNICAL UNIVERSITY OF MOMBASA
SCHOOL OF BUSINESS
DEPARTMENT OF MANAGEMENT SCIENCE
UNIVERSITY EXAMINATION FOR
DIPLOMA IN PROCUREMENT AND MATERIALS MANAGEMENT
(YEAR 2 SEMESTER 2)
BPC-2205- INTERNATIONAL PURCHASING

INSTRUCTIONS

You should have the following for this examination

-Answer Booklet

This paper consist of FIVE questions.

Attempt question One (Compulsory) and any other two questions

Maximum marks for each part of a question are shown

This paper consist of two printed pages

Do Not Write on the Question paper

Question one (Compulsory)

- (a) The process of allowing firms around the world to bid on contracts for goods and services. The concept has gained popularity as shipping and transportation costs have decreased due to an influx of cheap, explain the Challenges face when dealing with international purchasing (12 marks)
- (b) There is no major difference between the two aspects but inter regional trade between regions within a country .Discuss the similarities between national and international purchasing. (12 Marks)
- (c) Discuss the success factors /benefits of international purchasing (8 Marks)

Question Two

- (a) International Procurement restrictions refer to the controlling of quantity of imports and exports. Explain the Commonest methods used in restricting international procurement. (10 marks)
- (b) If you are a central government buyer you must implement the procurement policies/ and procedures set out to be followed. Explain the key policies and procedures followed. (10 marks)

Question three

- (a) Purchasing Skills, Purchasing professionals have skills that many in other areas of management do not have or have never developed. Explain these important purchasing skills (10 marks)
- (b) International purchasing is concerned with obtaining goods and services available in markets across national boundaries .The process of purchasing from international market is desirable to enable a firm to compete. Explain the roles of international purchasing in supply chain. (10 Marks)

Question Four

- (a) Business or trade and industry associations are stakeholders that represent multiple members. Associations may be organized for specific business sectors (e.g. the shippers' councils) or for the private sector as the whole (e.g. chamber of commerce, association of employers, explain the stakeholders in international purchasing and their roles (10 marks)
- (b) Explain the term reciprocal trade and its advantages and disadvantages (10 marks)

Question Five

- (a) International purchasing refers to a process of acquiring goods and services ethically and legally where the supplier (exporter) and the buyer (importer) are located, registered and carrying out business in different countries .Discuss the reasons for restricting international procurement (10 marks)
- (b) Any countries bilateral or multilateral trade affected by certain factors. What are the main factors affecting international trade (10 marks)

