



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

MANAGEMENT SCIENCE DEPARTMENT

COURSE/CLASS: DIPLOMA IN PROCUREMENT

UNIT CODE: BPC 2205

UNIT NAME: INTERNATIONAL PURCHASING

SERIES: DECEMBER, 2016

PAPER DURATION: 2 HOURS

NO OF STUDENTS: 15

INSTRUCTIONS TO CANDIDATES:

Answer question ONE (Compulsory) and any other TWO questions.

BPC 2205- INTERNATIONAL PURCHASING

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PAPER B

- Q1. (a) Explain **FIVE** factors that have contributed to the growth international trade
(10 marks)
- (b) Outline **FIVE** factors that differentiate international purchasing from domestic marketing
(10 marks)
- (c) Write short notes on the following:-
- Demurrage (2 marks)
 - Free on Board (FOB) (2 marks)
 - Technological environment (4 marks)
 - Negotiation (2 marks)
- Q2. (a) Explain any **FIVE** factors must be put into consideration whether to purchase a product from an international market or not
(10 marks)
- (b) Explain the requirement of a competitive tendering process.
- Q3. (a) Explain **FIVE** methods used to identify prospective suppliers in the international market
- (b) Highlight the various steps in the clearing of imports through the customs
- Q4. (a) Explain **FIVE** factors that emphasize the importance of **INCOTERMS**
- Q5. (a) Explain **FIVE** factors that motivate international traders to prefer international court of Arbitration over the contemporary courts to resolve their disputes.
- (b) Outline any **FIVE** bills of lading you are well conversant with (10 marks)

