



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS
DEPARTMENT OF MANAGEMENT SCIENCE
UNIVERSITY EXAMINATION FOR:
BCOM
BPC 4402: INTERNATIONAL PURCHASING

END OF SEMESTER EXAMINATION
SERIES: AUGUST 2019
TIME: 2 HOURS
DATE: AUGUST, 2019

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions. Attempt question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

QUESTION ONE

- a) Describe the **FIVE forms** of **counter trade** that would occur among countries involved in international purchasing **(10 marks)**
- b) Choose and explain any **FIVE sources** of **information** you can use to contact suppliers abroad **(10 marks)**
- c) Outline any **FIVE factors** you should incorporate in international purchasing to ensure it **succeeds** **(10 marks)**

QUESTION TWO

- a) Identify and explain any **FIVE country risks** you should know to handle in the course of getting involved in international purchasing **(10 marks)**
- b) Justify any **FIVE reasons for/ in favour** of **trade restrictions** mainly on imports which come into a country **(10 marks)**

QUESTION THREE

- a) Describe any **FIVE activities** you would undertake to optimize viable alternatives of international purchasing strategies **(10 marks)**
- b) Highlight any **FIVE factors** you should consider and follow in choosing **suppliers abroad** from whom to buy the required facilities needed locally for production **(10 marks)**

QUESTION FOUR

- a) Explain any **SIX difficulties/problems** you are likely to and solve in the course of conducting international purchasing **(12 marks)**
- b) Describe the **FOUR forms of non-tariff trade restrictions** that can be used by a country to create and maintain favourable balance of trade in international purchasing **(8 marks)**

QUESTION FIVE

- a) Highlight any **SIX factors** you should consider and follow in choosing a good country from which to buy the required facilities **(12 marks)**
- b) Describe the **FOUR levels of involvement** open for **an exporting firm** to identify and expand its **sales volume abroad** **(8 marks)**