



MASENO UNIVERSITY
UNIVERSITY EXAMINATIONS 2016/2017

**FIRST YEAR FIRST SEMESTER EXAMINATION FOR DIPLOMA IN
PROCUREMENT AND SUPPLY CHAIN MANAGEMENT**

CITY CAMPUS- DAY

ADB 0135: INTERNATIONAL PROCUREMENT

Date: 24th November, 2016

Time: 2.00 - 5.00pm

INSTRUCTIONS:

- Answer Question ONE (Compulsory) and any other TWO.
- Show all your workings clearly.



QUESTION ONE (30 MARKS)

- a) Discuss the various payment procedures available in International procurement. (8 marks)
- b) Highlight the skills and expertise required in international procurement. (6 marks)
- c) Explain the process of clearing and forwarding in international procurement. (6 marks)
- d) What is INCOTERMS? Discuss various Incoterms used in international procurement. (10 marks)

QUESTION TWO (20 MARKS)

Ouma Ochieng has just ordered his Procurement Officer to re-advertise the tender request to capture the scope to include international bidders.

Required:

- i. Briefly highlight the various possibilities why Ochieng would opt to include international bidders. (10 marks)
- ii. Explain the challenges that the procurement officer may face in the bid. (10 marks)

QUESTION THREE (20 MARKS)

Professional Associations in the field of Procurement such as Chartered Institute of Purchasing and Supplies is among various International Procurement stakeholders. Discuss. (20 marks)

QUESTION FOUR (20 MARKS)

A supply manager needs an advice before venturing into global sourcing. With brief explanations; highlight some of the typical intermediaries the manager should consider. (20 marks)

QUESTION FIVE (20 MARKS)

Discuss the contribution of Information Technology in the International Procurement environment. (20 marks)