



MASENO UNIVERSITY
UNIVERSITY EXAMINATIONS 2016/2017

**THIRD YEAR SECOND SEMESTER EXAMINATION FOR THE
DEGREE OF BACHELOR OF BUSINESS MANAGEMENT WITH
INFORMATION TECHNOLOGY**

MAIN CAMPUS

ABA 340: INTERNATIONAL PROCUREMENT MANAGEMENT

Date: 13th June, 2017

Time: 8.30 - 11.30am

INSTRUCTIONS:

- Answer Question ONE and any other THREE



QUESTION ONE - COMPULSORY

(25 Marks)

- a) "Many buyers are reluctant to buy from overseas because of difficulties encountered." Describe some of the principal challenges to international sourcing in your country. (7 Marks)
 - b) Describe briefly Kenya import clearance processes (18 Marks)
-

QUESTION TWO

(15 Marks)

- a) Briefly describe any five INCOTERMS of your knowledge. (5 Marks)
- b) "Incoterms have facilitated global procurement in the several ways." Discuss (10 Marks)

QUESTION THREE

(15 Marks)

Describe the international purchasing procedure.

QUESTION FOUR

(15 Marks)

Discuss some of the factors affecting international purchasing decisions

QUESTION FIVE

(15 Marks)

- a) "There is an assumption that higher levels of trade between nations should result in greater specialization, increased efficiency, greater consumption, and higher standards of living." Briefly highlight. (10 Marks)
 - b) Briefly highlight the substantial negative effects of international integration (5 Marks)
-