



MASENO UNIVERSITY
UNIVERSITY EXAMINATIONS 2016/2017

**THIRD YEAR FIRST SEMESTER EXAMINATIONS FOR THE
DEGREE OF BACHELOR OF BUSINESS ADMINISTRATION WITH
INFORMATION TECHNOLOGY**

CITY CAMPUS

ABA 340: INTERNATIONAL PROCUREMENT MANAGEMENT

Date: 8th June, 2017

Time: 5.30 - 8.30 pm

INSTRUCTIONS:

- Answer question ONE and any other THREE questions.
- Question ONE carries 25 marks and the rest 15 marks each.



QUESTION ONE – COMPULSORY (25 Marks)

- a) Explain FOUR significances of Bill of Lading as a shipping document used in International Procurement. (8 Marks)
- b) Discuss briefly the stages involved in procurement management process. (7 Marks)
- c) Briefly explain the meaning of procurement management. (5 Marks)
- d) Discuss briefly merits of international procurement management. (5 Marks)

QUESTION TWO (15 Marks)

- a) Identify and explain four documents required from the importers' end. (5 Marks)
- b) "Supplier sourcing is a vital aspect in the performance of global sourcing implementation". Explain six factors that firms should consider while selecting an international supplier. (10 Marks)

QUESTION THREE (15 Marks)

- a) i) Define the term "INCO TERMS" as used in international procurement. (2 Marks)
- ii) Explain any four basic payment methods available in international trade. (8 Marks)

- b) Discuss the various types of "INCO TERMS" used in international trade.

(5 Marks)

QUESTION FOUR (15 Marks)

- a) Discuss five ethical concepts and principles that relate to the international procurement processes and that must be observed by procurement officers.

(8 Marks)

- b) "Adopting a comprehensive skill set has become crucial to the procurement managers to enable them to apply strategic supply management practices and to achieve competitive advantage". Explain the international procurement skills required by the procurement professionals engaging in international sourcing. (7 Marks)

QUESTION FIVE (15 Marks)

- a) i) Explain the meaning of "RECIPROCITY TRADE". (2 Marks)

- ii) List five types of tenders used in the process of international procurement.

(5 Marks)

- b) Discuss the circumstances under which goods and services are procured from international sources. (8 Marks)