



**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY**

**SCHOOL OF ENGINEERING AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS FOR THE DEGREE IN SCIENCE IN RENEWABLE  
ENERGY TECHNOLOGY AND MANAGEMENT**

**4<sup>th</sup> YEAR 2<sup>nd</sup> SEMESTER UNIVERSITY EXAMINATIONS 2021-2022 ACADEMIC  
YEAR**

**CENTRE: MAIN CAMPUS**

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**COURSE CODE: TCB 1404**

**COURSE TITLE: INTERNATIONAL CONSTRUCTION PRACTICE AND  
PROCUREMENT MANAGEMENT**

**EXAM VENUE: STREAM: B.Sc IN CONSTRUCTION MANAGEMENT**

**DATE: EXAM SESSION: December 2021**

**DURATION: 2HOURS**

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### **Instructions**

- 1. Answer question 1 (compulsory) and ANY other two questions**
- 2. Candidates are advised not to write on question paper**
- 3. Candidates must hand their answer booklets to the invigilator while in the examination room**

### **QUESTION ONE (30 Marks) Compulsory**

- a) Define the term 'Globalization' and explain five of its major drivers **(11 Marks)**
- b) Companies usually have to 'strategically' position themselves in a market failure to which they risk being driven out of the market. This is always misunderstood and, in most cases, end up with 'wrong choices'

#### **Required**

- (i) Define the word 'strategy' **(1 Mark)**
  - (ii) What are some of strategic 'wrong choices' companies make in a hypercompetitive business environment? **(10 Marks)**
- c) MNCs have developed special characteristics or their products overtime that have made them succeed in industries where local ones find it difficult to survive. Enumerate and explain four of these success factors. **(8 Marks)**

### **QUESTION TWO**

Define value chain and explain how managers of education institutions may use this to improve service delivery. **(20 Marks)**

### **QUESTION THREE**

- a) Explain the limitations of each of the following theories of international trade:
  - i. Absolute Advantage Theory **(2 marks)**
  - ii. Competitive Advantage Theory **(2 Marks)**
- b) Explain the circumstances under which a company may apply the following strategies to remain competitive:
  - (i) Defensive strategy **(3 Marks)**
  - (ii) Offensive strategy **(3 Marks)**
  - (iii) Fend off **(3 Marks)**
- c) Explain some of the key competencies required of an International Human Resources Manager **(3 Marks)**
- d) Explain how government policies affect business competitiveness **(4 Marks)**

### **QUESTION FOUR**

- a) What is Business Outsourcing? **(2 Marks)**
- b) State and explain circumstances when a business should:
  - i. Make Products **(4 Marks)**
  - ii. Buy Products **(4 Marks)**
- c) List and explain various stages in a business contract in a procurement process **(6 marks)**
- d) Differentiate the following:
  - i. Devaluation and Depreciation of currency **(2 Marks)**
  - ii. Monopoly and Monopsony **(2 Marks)**

### **QUESTION FIVE**

State the Porter's Five Forces Model (P5F) and explains how firms manage the potential threats in each case **(20 Marks)**

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**END**

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