



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY

SCHOOL OF BUSINESS AND ECONOMICS

**UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS
WITH IT (SUPPLY CHAIN OPTION)**

3rd YEAR 2ND SEMESTER 2016/2017 ACADEMIC YEAR

NAMBALE CAMPUS

COURSE CODE: ABA 340

COURSE TITLE: INTERNATIONAL PROCUREMENT MANAGEMENT

Instructions

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

QUESTION ONE

- a) Discuss the following procedures as used in clearance of imported and exported goods.
 - i. Green channel facility (5 marks)
 - ii. Customs examination of export cargo (5 marks)
- b) Mention any five challenges that face the implementation of international purchasing (10 marks)
- c) Explain any five differences between national and international procurement (10 marks)

QUESTION TWO

Skills in any business operation are vital elements for the prosperity of any given organization. State and explain any four skills essential in international procurement (20 marks)

QUESTION THREE

- a) Write the following initials in full and explain them as used in INCOTERMS rules for any mode of transport.
 - i. EXW (5 marks)
 - ii. FCA (5 marks)
 - iii. CPT (5 marks)
- b) Expound on the role of internal stakeholders in the realm of planning. (5 marks)

QUESTION FOUR

- a) Differentiate the following INCOTERMS as used in international procurement processes.
 - i. Delivered At Place (DAP) (5 marks)
 - ii. Delivered At terminal (DAT) (5 marks)
- b) Mention any five factors to consider before sourcing internationally. (10 marks)