



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY
SCHOOL OF BUSINESS & ECONOMICS
UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS
ADMINISTRATION
3RD YEAR 2ND SEMESTER 2018/2019 ACADEMIC YEAR
MAIN

COURSE CODE: ABA 340

COURSE TITLE: INTERNATIONAL PROCUREMENT MANAGEMENT

EXAM VENUE:

STREAM: (BBA)

DATE:

EXAM SESSION:

TIME: 2 HOURS

Instructions:

- 1. Answer questions ONE and ANY other TWO 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 (30 MARKS) COMPULSORY

- a) Identify the ethical concepts and principles that relate to the procurement process. (5 marks)
- b) Outline the first seven steps in the process of international procurement. (7 marks)
- c) Explain the process involved in the institutionalization of international procurement stakeholder claims. (8 marks)
- d) Highlight the additional factors that International Procurement is concerned with that are in addition to the local conditions Local Procurement. (10 marks)

QUESTION TWO (20 MARKS)

- a) “There should be no doubt that the environment in which the international transaction is conducted is considerably more complex.” Explain Five factors that naturally influence this complexity. (10 marks)
- b) Discuss FIVE commonly used terms of payment in International procurement. (10 marks)

QUESTION THREE (20 MARKS)

- a) Define Incoterms. (2 marks)
- b) Identify the main areas where Incoterms help in regulation. (3 marks)
- c) Explain issues that one should be aware of when choosing an Incoterm. (10 marks)
- d) “Ethics is the basis on which most of the procurement related principles, such as fairness, integrity, and transparency, are based.” Outline the important ethical commitments the professionals must make. (5 marks)

QUESTION FOUR (20 MARKS)

- a) Describe some of the documents required from the importer at his end to facilitate the customs clearance process. (8 marks)
- b) Explain the specific potential problem areas in dealing with international suppliers. (12 marks)

QUESTION FIVE (20 MARKS)

- a) “Integrity, to a procurement officer in the international marketplace, means believing that the public trust is so important that it cannot be compromised.” Highlight ways by which a procurement officer can demonstrate integrity. (5 marks)
- b) Highlight Five characteristics of direct approach to corruption. (5 marks)
- c) “International procurement face challenges that are both internal and external”. Describe some of the external challenges. (10 marks)



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MAIN CAMPUS

Course name : INTERNATIONAL PROCUREMENT MANAGEMENT
Credit Code : ABA 340
Course level : Year three semester 2
Lecturer : Samwel Okoth Otieno
Contacts : samokoth2006@gmail.com, 0720-226 353

Course description

This course enables students to understand the fundamental principles of international procurement process. The globalization of many businesses has led to an increasingly strong linkage of international value added processes. With this development the management of materials, information and cash flows is becoming the decisive factor. In today's business the international procurement approach is an important factor for increasing the performance of the supply-chain network

Course objectives

At the end of this course, students should be able to:

- Define international procurement
- Describe the international procurement process
- understand the elements of procurement from a international perspective
- source materials internationally and manage the supply chain professionally
- evaluate the impact of trade agreements and considerations.

Learning Outcomes

At the end of this course, students should be able to:

- Discuss the broad issues of international procurement
- utilize technical factors such as exchange rates, channels of distribution, or customs regulations to resolve problems.

Intellectual, Practical and Transferable Skills

Students will be able to:

- Analyze, think critically, evaluate, synthesize information, Solve Problems, Develop teamwork, Communicate, Research and forecast

Teaching and Learning Pattern

- Lecture method, case studies, keynote lectures, student-led seminar presentations, Group discussions, Mini research studies, Site visits

Course outline

Introduction to International Procurement

- Definition of international procurement
- Differences and similarities between national and international procurement
- Rationale for international procurement

International procurement environment

- Scope of international procurement environment
- Stakeholders and their roles
- The legal framework

The international procurement procedures

- The procurement procedures
- Clearing and customs procedures
- International commercial terms
- Payment procedures
- Skills in international procurement
- Challenges in international procurement management

Mode of delivery

Lectures, group discussions and presentations, and case study

Assessment

Each course in the programme shall be assessed on the basis course work and final examination represented as

Course work assessment	30%
Final Examination	<u>70%</u>
	100%

The minimum mark required to pass is 40%, this includes course work and final examination. Each course in the programme is allowed a maximum of three hours for final examination

References

1. Branch,A.E. (2008)[Global Supply Chain Management and International Logistics](#)
2. Mentzer,J.T; Myers,M.B. and Stank,T.P (2006).[Handbook of Global Supply Chain Management](#)
3. Long,D. (2003)[International Logistics: Global Supply Chain Management](#)
4. Mangan,J; Lalwani,C. and Butcher,T.(2008)[Global Logistics and Supply Chain Management](#)
5. Kotabe,M. and Mol,M.J (2006)[Global Supply Chain Management \(Globalization of the World Economy\)](#)
6. Mishra,S.S. (2009)[Social Accountability in Global Supply Chain Management](#)
7. Lee,H.L and Shu Ming Ng, (1998)[Global Supply Chain and Technology Management](#)
8. Lee,T. (2005) - Import [Global Supply Chain Management](#)
9. Taylor,D.L. (1996)[Global Cases in Logistics and Supply Chain Management](#)
10. Donald Waters,D. (2007)[Global Logistics: New Directions in Supply Chain Management](#)