



**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**SCHOOL OF BUSINESS AND ECONOMICS**  
**UNIVERSITY EXAMINATION FOR THE DEGREE OF BUSINESS**  
**ADMINISTRATION**  
**3<sup>RD</sup> YEAR 1<sup>ST</sup> SEMESTER 2022/2023 ACADEMIC YEAR**  
**KISUMU CAMPUS**

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**COURSE CODE: BAB 1342**

**COURSE TITLE: INTERNATIONAL PROCUREMENT**

**DATE: 9/12/2022**

**SESSION 9.00-11.00AM:**

**TIME: 2 HOURS**

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**Instructions:**

- 1. Answer Question ONE and ANY other TWO questions**
- 2. Question ONE is Compulsory**



Registration No.....

**COMPULSORY.**

**QUESTION ONE**

- i.** Define International Procurement **(2marks)**
- ii.** Give and Explain the differences between National and International Procurement (IP) **(4marks)**
- iii.** Identify the reason why more and more Kenyans organization are sourcing for raw materials abroad even when materials are locally available. **(6marks)**
- iv.** Discuss the evolution of international procurement. **(8marks)**
- v.** Highlight some of the international sourcing cost. **(5marks)**

**QUESTION TWO**

- a)** Identify and explain customs and clearance procedure. **(5marks)**
- b)** Give and explain the documentation for customs clearance. **(5marks)**
- c)** Describe Clearance Agency and customs Process **(5marks)**

**QUESTION THREE**

- a)** Define incoterms. **(2marks)**
- b)** Identify and describe incoterms 2010. **(8marks)**
- c)** Explain the importance of incoterms. **(5marks)**

**QUESTION FOUR.**

- a)** Identify and describe international Payment Methods **(5marks)**
- b)** Describe nature and scope of Forex Transactions. **(5marks)**
- c)** Explain the effect of Forex on International Transactions. **(5marks)**



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### **QUESTION FIVE**

- a)** Describe the nature of international Procurement challenges. **(5marks)**
- b)** Describe the contribution of Technology to International Procurement. **(10marks).**

### **QUESTION SIX**

- a)** Discuss some types of Licensing in International Procurement.  
**(9marks)**
- b)** Differentiate between international purchasing and procurement.  
**(6marks)**