



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

**SCHOOL OF BUSINESS & ECONOMICS**

**UNIVERSITY EXAMINATION FOR THE**

**BACHELOR OF BUSINESS ADMINISTRATION DEGREE**

**3<sup>RD</sup> YEAR 2<sup>ND</sup> SEMESTER 2024/2025 ACADEMIC YEAR**

**KISUMU CAMPUS**

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**COURSE CODE: BAB 1342**

**COURSE TITLE: INTERNATIONAL PROCUREMENT MANAGEMENT**

**DURATION: 3 HOURS.**

**INSTRUCTIONS**

- ❖ **Answer Question ONE and any other TWO questions**
- ❖ **Candidates are advised not to write on the question paper**
- ❖ **Marks allocated to each question are shown at the end of the question**

## Question 1

- a) Define procurement and explain its significance in international business. (5 marks)
- b) Identify and briefly discuss three key differences between domestic and international procurement. (5 marks)
- c) Outline the main stages of the procurement cycle and explain the importance of each stage. (5 marks)
- d) Define procurement and explain its significance in international business. (5 marks)
- e) Identify and briefly discuss three key differences between domestic and international procurement. (5 marks)
- f) Outline the main stages of the procurement cycle and explain the importance of each stage. (5 marks)

## Question 2

- a) Discuss the “Make or Buy” decision in procurement. What factors should organizations consider when making this decision? (10 marks)
- b) Explain the concept of single sourcing. Discuss its advantages and disadvantages with examples. (10 marks)

## Question 3

- a) Describe the various types of risks associated with international procurement. (10 marks)
- b) Choose two specific risks and outline effective strategies for mitigating them. (10 marks)

## Question 4

- a) Identify four key criteria for evaluating suppliers in international procurement. (5 marks)
- b) Discuss how cultural factors can influence supplier relationships and selection processes. Provide examples to illustrate your points. (15 marks)

## Question 5

- a) Analyze the impact of technology, specifically e-procurement systems, on procurement processes. Discuss the benefits they offer and any potential challenges they may present. (10 marks)
- b) What are the principles of sustainable procurement? Discuss how these principles can influence supplier selection and corporate social responsibility efforts. (10 marks)