



Kasarani Campus  
Off Thika Road  
P. O. Box 49274, 00101  
NAIROBI  
Westlands Campus  
Pamstech House  
Woodvale Grove  
Tel. 4442212  
Fax: 4444175

**KIRIRI WOMEN'S UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2023/2024 ACADEMIC YEAR**  
**FIRST YEAR, FOURTH SEMESTER EXAMINATION**  
**FOR THE DIPLOMA IN PROCUREMENT AND SUPPLIES MANAGEMENT**  
**DPS 1117-INTERNATIONAL PURCHASING**

Date: 10<sup>th</sup> August 2023  
Time: 11.30am-1.30pm

INSTRUCTIONS TO CANDIDATES:

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

**QUESTION ONE (30 MARKS)**

International Purchasing is a critical function that facilitates acquisition and movement of goods from other Nations into our Nation.

- a) Explain three challenges facing international purchasing  
(6marks)
- b) Explain three documents that are used in International Purchasing during acquisition of goods(6marks)
- c) Describe three factors that should be considered before selecting a mode of International transport  
(6marks)
- d) Explain three reasons for international purchasing  
(6marks)
- e) Explain three Incoterms used in international transport  
(6marks)

**QUESTION TWO (20 MARKS)**

- a) Explain four merits of international purchasing in the acquisition of materials  
(8marks)
- b) Discuss three ways a country can use to overcome challenges in international purchasing (6 marks).
- c) International Purchasing involves many processes that sometimes ends up in disputes and solving them becomes a challenge. Discuss three dispute resolution methods that can be used when resolving the disputes.  
(6marks)

**QUESTION THREE (20 MARKS)**

Before embarking on an import business one need to obtain import information on what is required.

- a) Highlight four sources of import information  
(8marks)
- b) Explain three methods used in payments for goods and materials transacted in International Purchasing  
(6marks)
- c) Discuss three methods of specifying requirements in international purchasing  
(6marks)

#### **QUESTION FOUR (20MARKS)**

- a) Explain four benefits of globalization to an economy (8marks)
- b) The phrase ``the world is a Global village`` could have many interpretations, discuss this phrase in relation to International Purchasing activities (6marks)
- c) Discuss three factors to consider when selecting the appropriate method to settle disputes (6marks)

#### **QUESTION FIVE (20 MARKS)**

- a) Discuss three International bodies involved in promoting and supporting International trade (6marks)
- b) Discuss three support activities that the Kenya Government use in supporting International trade. (6marks)
- c) Explain four factors to consider when processing payment in international purchasing (8marks)