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**KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**UNIVERSITY EXAMINATION, 2022/2023 ACADEMIC YEAR**  
**FIRST YEAR, FOURTH SEMESTER EXAMINATION**  
**FOR THE DIPLOMA IN PROCUREMENT AND SUPPLY CHAIN**  
**MANAGEMENT**  
**DPS 1117- INTERNATIONAL PURCHASING**

Date: 8<sup>TH</sup> DECEMBER, 2022  
Time: 11:30am-1:30pm

**INSTRUCTIONS TO CANDIDATES**

**ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS**

**QUESTION ONE (30 MARKS)**

- a) International purchasing is now accepted as a means of acquiring quality products between nations. State two reasons for buying internationally. (4 Marks)
- b) Buying internationally involves a lot of documentation. List down two of such documents. (2 Marks)
- c) Among the critical factors considered during a purchase is "Quality", state what it entails. (2 Marks)
- d) The greatest challenge when serving customers is customer delightment. State what it entails. (4 Marks)
- e) Satisfaction of customer needs and wants is generally made possible by the use of specifications. Expound on what is a "Specification" by giving an example of what customers may use to specify their needs and wants. (4 Marks)
- f) Receiving of materials is a fundamental activity in the purchasing cycle. State two factors that are considered during receiving of materials. (4 Marks)
- g) Computers (ICT) have contributed greatly to international purchasing activities. State any two Merits of using computers. (4 Marks)
- h) As much as computers (ICT) are a critical factor in international purchasing, they equally have demerits or challenges. State two of such challenges. (4 Marks)
- i) International Purchasing has a host of challenges before and during execution. List two of such challenges. (2 Marks)

**QUESTION TWO (20 MARKS)**

- a) For goods to be moved internationally, the Ro-Ro concept is generally experienced. Discuss the concept. (4 Marks)
- b) Discuss two factors that will influence your choice of a mode of transport when moving goods from one place to another. (6 Marks)
- c) In international disputes, several methods maybe used to settle disputes. Discuss the most favourable and giving two reasons as to why. (10 Marks)

**QUESTION THREE (20 MARKS)**

Sourcing and Outsourcing are two critical factors that support the Supply Chain function or department.

- a) Discuss what is sourcing giving one related example. (5 Marks)
- b) Explain what outsourcing entails stating one relevant example. (5 Marks)
- c) Pipeline is one of the modes of transporting liquids and gases both locally and internationally. Discuss three Merits and Demerit of this mode of transport. (10 Marks)

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

International Purchasing is becoming common in the current business world.

- a) Discuss three reasons for buying goods internationally. (6 Marks)
- b) Elaborate two driving factors that support International purchasing. (5 Marks)
- c) Materials specification knowledge is a very important aspect of international purchasing.  
Highlight three methods or ways that a customer can use to demonstrate their needs. (9 Marks)

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

Ethics have become a key concept in the current business circles.

- a) Discuss what is “ethics” in the business environment. (4 Marks)
- b) Explain three ethical Factors that are common considerations in the world of Business today. (9 Marks)
- c) Discuss two incoterms that are commonly practiced in international purchasing. (7 Marks)