

W1-2-60-1-6

**JOMO KENYATTA UNIVERSITY**

**OF**

**AGRICULTURE AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS 2016/2017**

**YEAR III SEMESTER II SPECIAL/SUPPLEMENTARY EXAMINATIONS FOR THE DEGREE OF BACHELOR OF PROCUREMENT AND CONTRACT MANAGEMENT**

**HPS 2313: INTERNATIONAL PURCHASING**

**DATE: OCTOBER 2017 TIME: 2 HOURS**

**INSTRUCTIONS: ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS**

**QUESTION ONE (30 MARKS)**

1. Outline the sources of Supplier Information when carrying out supplier evaluation and selection process. [6 marks]
2. Explain the factor considered during the supplier evaluation and selection sourcing process.
3. Differentiate between International purchasing and purchasing giving the advantages and disadvantages of International purchasing. [18 marks]

**QUESTION TWO (20 MARKS)**

1. What are the International factors affecting foreign Trade. Discuss. [15 marks]
2. Name and explain any FIVE documents used in International purchasing. [10 marks]

**QUESTION THREE (20 MARKS)**

1. What are the benefits that are likely to accrue due to International purchasing? [10 marks]
2. Name and explain any FIVE document used in International purchasing. [10 marks]

**QUESTION FOUR (20 MARKS)**

1. Explain popular INCOTERMS and their buyer’s responsibility. [12 marks]
2. Discuss payment methods used in International purchasing. [8 marks]