



Riara School of Business
Nurturing business innovators

SEPTEMBER – DECEMBER 2022 TRIMESTER
EXAMINATIONS FOR BACHELOR BUSINESS MANAGEMENT

EVENING PROGRAMME

RPS 306: INTERNATIONAL PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

DATE: 3RD DECEMBER 2022

TIME: 2

HOURS

SPECIAL INSTRUCTIONS

1. Write your REGISTRATION NO. Clearly on the answer booklet(s).
2. Answer Question One and ANY other TWO questions.
3. Questions in all sections should be answered in answer booklet(s)
4. PLEASE start the answer to EACH question on a NEW PAGE.
5. For the questions, write the number of the question on the answer booklet(s) in the order you answered.
6. Write on both sides of each leaf and indicate number of each question at the top of each page.
7. Write the answers in a paragraph form unless stated otherwise.
8. Marks allocated to each question are shown at the end of the question.
9. All rough work must be done on the answer booklet and crossed through!
10. Use supplementary pages only when you have exhausted those in the book.
11. Fasten the supplementary pages to the inside back cover of the booklet.

QUESTION ONE (COMPULSORY – 30 MARKS)

- a) Use relevant examples to analyze the following concepts as used in international procurement:
- i)** Offshore sourcing **(2 marks)**
 - ii)** Freight forwarder **(2marks)**
 - iii)** Clearing and forwarding agents **(3marks)**
 - iv)** Supply chain management **(3marks)**
- b) Identify and elaborate on **Five** modes of payment an importer can adopt in international procurement and the circumstances under which each of them is applicable **(10 marks)**
- c) Describe the role of clearing and forwarding agents in facilitating international procurement. **(10 marks)**

QUESTION TWO

- a) International procurement and supply chain is guided by theories which informs the positions of both the importer and the exporter, assess **Five** theories of international trade. **(8 marks)**
- b) Global procurement is characterized with intensive use of documentation, describe the role played by the following documents **(12 marks)**
- i)** Bill of lading
 - ii)** Certificate of conformity
 - iii)** Import declaration form

iv) Manifest

QUESTION THREE

- a) Using **Four** examples, examine the role of INCOTERMS in facilitating international procurement **(12 marks)**
- b) Critically analyze the risks involved in international procurement and demonstrate how they can be mitigated to ensure smooth trading in the global frontier **(8 marks)**

QUESTION FOUR

- a) The government of Kenya has embarked on an ambitious program dubbed “the Big Four Agenda” focusing on food security, manufacturing, Health care and Affordable housing. Evaluate the role of global procurement in the achievement of this Social-economic transformation plan **(10 marks)**
- b) Examine **Five** emerging trends that are influencing international procurement in the 21st century (demonstrate how their role in international trade). **(10 marks)**