



The Co-operative University of Kenya
END OF SEMESTER EXAMINATION AUGUST - 2022
EXAMINATION FOR THE DEGREE BACHELOR OF PURCHASING AND SUPPLIES
MANAGEMENT, COMMERCE
(YR IV SEM I/II)
UNIT CODE: BPSM 4206
UNIT TITLE: GLOBAL/INTERNATIONAL PURCHASING

DATE: 30TH AUGUST, 2022

TIME: 9:00 AM – 11:00 AM

INSTRUCTIONS:

- Answer question **ONE (compulsory)** and any other **TWO** questions

QUESTION ONE

- (a) Citing practical examples, describe the term global or international purchasing (5 marks)
- (b) Discuss **FIVE** reasons why many organizations may decide to buy from international markets (15 marks)
- (c) Describe **FIVE** indicators of fraud in international purchasing (10 marks).

QUESTION TWO

- (a) Describe **FIVE** features of effective commodity markets (10marks).
- (b) Explain **FIVE** advantages of globalization in purchasing (10 marks)

QUESTION THREE

- (a) Explain **FIVE** factors that may influence the method in international purchasing contract (10 marks).
- (b) Elaborate **FIVE** roles of regional economic blocs in international purchasing (10 marks).

QUESTION FOUR

- (a) Explain **FIVE** challenges facing international purchasing (10 marks).
- (b) Describe the current trends in global purchasing that should be of concern to international purchasing officers (10 marks)

QUESTION FIVE

- (a) The Co-operative university of Kenya (CUK) is involved in dispute with an overseas supplier. Explain **FIVE** methods which the University can use to settle the dispute. (10 marks)
- (b) Discuss **FIVE** advantages of counter trade (10 marks)