



GRE TSA UNIVERSITY - THIKA

UNIVERSITY EXAMINATIONS JANUARY-APRIL 2025 SEMESTER

BACHELOR OF COMMERCE

COURSE CODE: BCPS 302

COURSE TITLE: INTERNATIONAL PURCHASING

DATE: APRIL 2025

TIME: 2 HOURS

INSTRUCTIONS TO CANDIDATES

1. SECTION A IS **COMPULSORY**.
2. SECTION B: ANSWER ANY OTHER **TWO** QUESTIONS.
3. **DO NOT** WRITE ANYTHING ON THIS QUESTION PAPER AS IT WILL BE AN EXAM IRREGULARITY.
4. ALL ROUGH WORK SHOULD BE AT THE BACK OF YOUR ANSWER BOOKLET AND CROSSED OUT.

CAUTION: *All exam rooms are under CCTV surveillance during the examination period.*

SECTION A: COMPULSORY

Question One

- a) Understanding the Ecological environment in which a firm operates in is key to its survival for both local and global trade. Discuss any four various ways in which Ecology affects an organization. **[12 marks]**
- b) Outline the most 4 methods used of payment in international trade. **[8 marks]**
- c) Non-Tariff barriers are said to be measures that act as obstacles to the sale of a manufacturer's products in a foreign market. Discuss the major non-Tariff barriers applied in International Markets **[10 marks]**

SECTION B: ANSWER ANY TWO QUESTIONS

Question Two

- a) Trade Terms are key elements of international contracts of sale. They tell the parties what to do with respect to carriage of the goods from buyer to seller, and export & import clearance. **[12 marks]**
- b) Explore the importance of INCOTERMs in International trade **[8 marks]**

Question three

- a) To be able to get the right quality for good procured globally, sourcing for the right supplier is key. Explain the various ways of locating suppliers globally **[10 marks]**
- b) Explain the main Ethical issues affecting International Purchasing players. **[10 marks]**

Question Four

- a) Building relationship with suppliers is becoming an explicit part of the procurement strategy for both small and big companies. Examine the distinct success factors for buyer-supplier relationship. **[10 marks]**
- b) Explain the main reasons for global sourcing. **[10 marks]**

Question five

Explain how the following aspects influence the choice of a supplier in global trade:

- i. Conflict of Interest **[4 marks]**
- ii. The Policy of the Buying Firm **[4 marks]**
- iii. Ethical Consideration **[4 marks]**
- iv. Local Sources **[4marks]**
- v. Government Policy **[4 marks]**