MACHAKOS UNIVERSITY

SCHOOL OF BUSINESS & ECONOMICS
DEPARTMENT OF BUSINESS ADMINISTRATION

BBA 040: GLOBAL PROCUREMENT

DIPLOMA EXAM SECOND YEAR- SEMESTER ONE 2017

INSTRUCTIONS: ANSWER QUESTION ONE (compulsory) AND ANY OTHER TWO QUESTIONS

QUESTION ONE

(a) What is Global sourcing? (2mks)

(b) Explain the reasons why a company will prefer global sourcing (10mks)

(c) Highlight the differences between global purchasing and international purchasing (10 mks)

(d) Explain the benefits and drawbacks of counter trade in global purchasing (8mks)

QUESTION TWO

(a) What are business documents? Using examples, Discuss the various documents used in global purchasing. (12 mks)

(b) Highlight the various challenges encountered while doing global purchasing (8mks)

QUESTION THREE

(a) Strategic sourcing is an institutional procurement process that continuously improves and re-evaluates the purchasing activities of a company. Discuss the various strategies in international sourcing

(12 mks)

(b) Describe the various intermediaries used in international sourcing (8 mks)

QUESTION FOUR

(a) With examples, discuss the purposes of international monetary fund (IMF) in promoting international purchasing. (12 mks)

(b) Highlight the agreements that bind all the COMESA member states

(8 mks)

QUESTION FIVE

(a) Using examples, explain the principles set by world trade organization (WTO) to guide international trade. (12 mks)

(b). Describe the ethical concepts and principles that relate to the procurement process

(8 mks)