

UGANDA MARTYRS UNIVERSITY

FACULTY OF BUSINESS ADMINISTRATION AND MANAGEMENT

DEPARTMENT OF MANAGEMENT SCIENCE

PROGRAMM: BBAM 111& BPSCM– NKOZI, KABALE & LUBAGA

COURSE UNIT: International ProcurementManagement (2021/2022)

DATE: Thursday 20th Jan 2022

TIME ALLOWED: 3 hours (2:00pm – 5:00pm)

Instructions to Candidates:

1. Do **NOT** write anything on this question paper.
2. Answer any **FOUR** questions
3. All questions carry equal marks
4. Begin a new number on a fresh page
5. Credit will be given for use of relevant examples and illustrations
6. Mobile phones are **NOT** allowed in the examination room

QUESTION ONE

In international procurement, the role of logistics cannot be ignored. This involves ensuring a smooth flow of goods and products in a company's supply chain from acquisition to customer purchase where part of the process involves crossing at least one international border.

- a) Explain any five major activities in international logistics management. (15marks)
- b) Examine the challenges faced by 3rd party and or 4th party providers in logistics management across borders. (10marks)

QUESTION TWO

A firm should have some understanding of the markets in which it operates as a consumer or buyer, since possible changes in resource or supplier markets can affect decisions related to the firm's marketing, production, and integration strategies. The on-going process of greater economic interdependence among countries known as economic globalization is reflected in the increasing amount of cross-border trade in goods and services as some researchers have discovered.

Assess the overriding motivators of adopting an international purchasing strategy by firms rather than using an indigenous supplier(s) and barriers that have to be circumvented to fulfill their desired goals and objectives. (25marks)

QUESTION THREE

Using illustrations where necessary, explain any two models that can be used to analyze markets within international procurement environment. (25marks)

QUESTION FOUR

International market involves various types of trade documents that need to be produced while making transactions. Examine any FIVE documents produced and describe FIVE methods of payment for international transactions. (25marks)

QUESTION FIVE

- a) Examine any FIVE factors that influence cross-cultural negotiation in the international supply market environment. (10marks)

- b) Explain any five most appropriate negotiation tactics that you would adopt as an international negotiator in order to attain the desired outcome for your company. (10marks)
- c) Highlight any five ways through which you may overcome an impasse while negotiating internationally. (5marks)

QUESTION SIX

In a bid to attain value for money in procurement, entities have resorted to engaging firms across borders of their respective state.

Examine the process through which these firms go through in ensuring that firms around the world are allowed to bid on contracts for goods and services.

(25marks)

End of question paper