

### **QUESTION ONE (COMPULSORY)**

International procurement is a process of allowing firms around the world to bid on contracts for goods and services a concept that has gained popularity. In not more than 4 pages, write a reflective essay basing on the knowledge obtained in international procurement unit. (40marks)

### **QUESTION TWO**

- a) Examine the challenges faced during the clearing and forwarding (10marks)
- b) Explain any FIVE factors that one may consider while importing supplies (10marks)

### **QUESTION THREE**

- a. Examine any FIVE tactics that may applied in negotiations with international potential suppliers (10marks)
- b. Explain any FIVE factors that may affect negotiations with global suppliers (10marks)

### **QUESTION FOUR**

- a. Assess the overriding motivators of adopting an international purchasing strategy by firms rather than using an indigenous supplier(s) (10marks)
- b. Examine the challenges that have been faced by entities in attempt to fulfill their objectives through international procurement (10marks)

### **QUESTION FIVE**

Discuss any FOUR supporting institutions in international procurement and their respective roles (20marks)

### **QUESTION SIX**

Using illustrations where necessary, explain any two models that can be used to analyze markets within international procurement environment. (20marks)

*End of question paper*

# UGANDA MARTYRS UNIVERSITY

## FACULTY OF BUSINESS ADMINISTRATION AND MANAGEMENT

### DEPARTMENT OF MANAGEMENT SCIENCE

PROGRAMM: BPSCM 111 JAN INTAKE

COURSE UNIT: **International Procurement Management**

**FINAL ASSESSMENT – 2022/2023**

DATE: 23<sup>rd</sup> May, 2023

TIME ALLOWED: 3hrs: 9:30am-12:30pm

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#### Instructions to Candidates:

1. Answer Question **ONE** and any other **THREE** questions
2. All questions carry equal marks
3. Begin a new number on a fresh page
4. Credit will be given for use of relevant examples and illustrations
5. Mobile phones are **NOT** allowed in the examination room