



FACULTY OF BUSINESS

FINAL EXAMINATION

Student ID (in Figures) :

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Student ID (in Words) : _____

Course Code & Name : **LSC3704 International Procurement Management**
Semester & Year : January – April 2022
Lecturer/Examiner : Wan Ahmad Asrar Nik @ Wan Yahya
Duration : 3 Hours

INSTRUCTIONS TO CANDIDATES

1. This question paper consists of 2 parts:

PART A (60 marks) : FIFTEEN (15) short answer questions. Answers are to be written in the Answer Booklet provided.
PART B (40 marks) : FOUR (4) essay questions. Answers are to be written in the Answer Booklet provided.
2. Candidates are not allowed to bring any unauthorized materials except writing equipment into the Examination Hall. Electronic dictionaries are strictly prohibited.
3. This question paper must be submitted along with all used and/or unused rough papers and/or graph paper (if any). Candidates are NOT allowed to take any examination materials out of the examination hall.
4. Only ballpoint pens are allowed to be used in answering the questions, with the exception of multiple-choice questions, where 2B pencils are to be used.

WARNING: The University Examination Board (UEB) of BERJAYA University College regards cheating as a most serious offence and will not hesitate to mete out the appropriate punitive actions according to the severity of the offence committed, and in accordance with the clauses stipulated in the Students’ Handbook, up to and including expulsion from BERJAYA University College.

PART A

INSTRUCTION (S)

: SHORT ANSWER QUESTIONS (60 MARKS)

: Answer all **FIFTEEN (15)** short answer questions.

Write your answers in the Answer Booklet (s) provided.

1. Define procurement. (1 mark)
2. State **FIVE (5)** considerations of the supplier's qualities in due diligence. (5 marks)
3. State **THREE (3)** types of organizational buyers. (3 marks)
4. State **THREE (3)** supplier management activities. (3 marks)
5. Define backward integration. (1 mark)
6. State **THREE (3)** important areas of procurement policies. (3 marks)
7. Briefly describe **FOUR (4)** factors affecting supply chain collaboration. (8 marks)
8. Briefly describe **FOUR (4)** reasons of buyer-supplier relationship termination. (8 marks)
9. State **SEVEN (7)** reasons for negotiation. (7 marks)
10. Briefly describe **FOUR (4)** drivers for buying offshore. (8 marks)
11. State **THREE (3)** sources of information for offshore suppliers. (3 marks)
12. Define Incoterms. (1 mark)
13. State **FIVE (5)** possible services that can be outsourced. (5 marks)
14. State **THREE (3)** considerations when requesting price from suppliers. (3 marks)
15. Define price. (1 mark)

(Total: 60 marks)

END OF PART A

PART B

INSTRUCTION (S)

: ESSAY QUESTIONS (40 MARKS)

: Answer all **FOUR (4)** essay questions.

Write your answers in the Answer Booklet (s) provided.

1. A simple and practical way to determine outsourcing tasks or projects, or even longer-term roles in your organization is to start by asking yourself some key questions. In what circumstances you can consider outsourcing procurement? Discuss **FIVE (5)** circumstances.
(10 marks)
2. There are challenges when sourcing offshore. What are considerations a company should take when planning an offshore sourcing? Discuss **FIVE (5)** key considerations before making the decision.
(10 marks)
3. A ploy is designed to turn a situation to one's own advantage during a negotiation process. Discuss **FIVE (5)** aspects of ploy encountered in a seller-buyer negotiation.
(10 marks)
4. A supplier may charge different buyers with different prices. Discuss **FIVE (5)** possible pricing strategies that may be used by the supplier to charge the buyer.
(10 marks)

(Total: 40 marks)

END OF EXAM PAPER