



FACULTY OF BUSINESS

FINAL EXAMINATION

Student ID (in Figures) :

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Student ID (in Words) : _____

Course Code & Name : **LSC3704 International Procurement Management**
Semester & Year : September – December 2023
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) : FOUR (4) short answer questions. Answers are to be written in the Answer Booklet provided.

PART B (40 marks) : TWO (2) 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.

Total Number of pages = 3 (Including the cover page)

PART A
INSTRUCTION (S)

: SHORT ANSWER QUESTIONS (60 MARKS)

: Answer **all FOUR (4)** short answer questions.

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

Question 1

- a. Define purchasing. (2 marks)
- b. Describe **FOUR (4)** commercial activities of purchasing. (8 marks)
- c. Outline **FIVE (5)** supplier management strategic activities. (5 marks)

[Total: 15 marks]

Question 2

- a. Describe **FOUR (4)** factors affecting supplier collaboration. (8 marks)
- b. Briefly explain forward integration strategy. (5 marks)
- c. Outline **TWO (2)** supplier relationship management best practices. (2 marks)

[Total: 15 marks]

Question 3

- a. Define value management. (2 marks)
- b. Briefly explain value engineering. (5 marks)
- c. Describe **FOUR (4)** other cost reduction methods. (8 marks)

[Total: 15 marks]

Question 4

- a. Define buyer-related pricing. (2 marks)
- b. Briefly explain supplier cost analysis. (5 marks)
- c. Describe **FOUR (4)** supplier pricing strategies. (8 marks)

[Total: 15 marks]

END OF PART A

PART B
INSTRUCTION (S)

: ESSAY QUESTIONS (40 MARKS)

: Answer **all TWO (2)** essay questions.

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

Question 1

Companies today can choose whether to make or buy products. They often outsource information technology services, including programming and application development, as well as technical support, manufacturing processes, human resources tasks and financial functions. Elaborate **FIVE (5)** benefits companies can get from outsourcing.

(20 marks)

Question 2

There are challenges when sourcing globally. Examine **FIVE (5)** key considerations before a company makes a global sourcing decision.

(20 marks)

END OF EXAM PAPER