



ICM

SEPTEMBER 2015

INTERNATIONAL PURCHASING & SUPPLY

Instructions to candidates:

- a) Time allowed: Three hours (plus an extra ten minutes' reading time at the start – do not write anything during this time)
 - b) Answer any FIVE questions
 - c) All questions carry equal marks. Marks for each question are shown in []
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1. A transport distribution analysis is a key stage in the logistical process of moving goods to an overseas market. Set out the approach that you would take to undertake a transport distribution analysis. [20]
 2. Arbitration is now widely seen as the preferred method of resolving disputes in international trade. Explain the reasons for its popularity. [20]
 3. An organisation should have in place a comprehensive process for the key task of selecting an overseas supplier. Analyse the process that should be followed to select an overseas supplier. [20]
 4. Set out the typical content and features of an export sales contract. [20]
 5. A pre-shipment inspection certificate plays an important role in the process of moving goods from the supplier to the customer. Review the content, purpose and importance of a pre-shipment inspection certificate. [20]
 6. The European Union supports international trading through providing for a number of customs warehouses. Analyse the main types of customs warehouses and explain the benefits that they provide. [20]
 7. Explain the approach that you would take to evaluate the suitability of a transport mode. [20]
 8. Explain the role of the International Standardisation Organisation and assess the benefits that it brings to international purchasing and supply. [20]