



ICM

DECEMBER 2016

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 []
-
- 1. Review the key areas of customs planning that a buyer is likely to give particular consideration to. [20]
 - 2. Analyse the factors that have contributed to the continuing growth of global logistics. [20]
 - 3. Review the content and purpose of an export sales contract. [20]
 - 4. Evaluate the approaches available to enable an organisation to assess the credibility of a supplier. [20]
 - 5. The system of cargo insurance is based on a number of fundamental principles. Explain what these principles are. [20]
 - 6. Review the benefits that containerisation brings to the system of international trade. [20]
 - 7. Analyse the stages involved in developing and approving a purchase specification. [20]
 - 8. Explain the main categories and types of bills of lading typically used in international trade. [20]