



ICM

MARCH 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 []
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- 1. Analyse the purpose and content of an air waybill. [20]
 - 2. The analysis of a supplier's credibility is a key process in international purchasing. Analyse the approaches available to support this process. [20]
 - 3. Paying for products purchased from overseas is not always a straightforward process. Explain the main issues that should be taken into account in determining the preferred method of payment. [20]
 - 4. Review the fundamental principles on which the system of cargo insurance is based. [20]
 - 5. Determining the most appropriate method of transport can be a key consideration with some types of goods. Explain the approach that you would adopt to determine the suitability of a mode of transport. [20]
 - 6. Analyse the reasons why arbitration is now the preferred method, in many cases, for resolving international trading disputes. [20]
 - 7. Review the different types of counter-trade typically seen in international trading. [20]
 - 8. Explain the content of a typical export sales contract. [20]