



ICM

MARCH 2017

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 main forms and types of countertrade practised in the international trading community. [20]
 2. The selection of an overseas supplier requires a carefully planned, logical and robust approach. Set out and review the stages that should be followed in the selection of an overseas supplier. [20]
 3. Set out the typical content of an air waybill and explain the purpose of the document. [20]
 4. Evaluate the contribution of commodity markets to the system of international trading. [20]
 5. Analyse the approach that a company could take to evaluate the sustainability of a transport mode for moving goods. [20]
 6. It is inevitable that there will be disputes between trading partners. Arbitration, as an approach, has become an increasingly popular method of resolving these disputes. Explain why arbitration is such a popular method for resolving disputes. [20]
 7. Many factors will be taken into account when deciding the preferred approach for paying for goods purchased from overseas. Explain the factors that will be taken into account. [20]
 8. It remains the case that overseas trade regulations are an ever-present feature of global trading. Explain why these regulations exist and review the main regulations in use. [20]