



**The Chartered
Institute of Logistics
and Transport**

INTERNATIONAL INTRODUCTORY CERTIFICATE IN LOGISTICS AND TRANSPORT

INTRODUCTION TO PURCHASING

November 2023

INTRO-04

Instructions to Candidates

- Duration of examination: **2.30 hours**
 - **Answer Questions 1 in Section A and any THREE questions in Section B**
 - Questions may be answered in any order.
 - Allocation of marks is indicated along each question.
 - Credit will be given for citing relevant examples.
 - Write legibly.
-

SECTION A

QUESTION 1

List and explain six sourcing strategies available to a company of your choice.

(25 marks)

SECTION B

Answer any THREE questions.

QUESTION 1

Explain the merits and demerits of a partnership relationship.

(25 marks)

QUESTION 2

Explain the advantages and disadvantages of using tenders as part of procurement process.

(25 marks)

QUESTION 3

'Partnership arrangements can be rewarding to both parties when properly established'. Identify and explain the main characteristics of such an arrangement.

(25 marks)

QUESTION 4

Discuss both the advantages and disadvantages of relying on one supplier. **(25 marks)**

QUESTION 5

Explain Porters Five Forces Model. **(25 marks)**