



INTERNATIONAL INTRODUCTORY CERTIFICATE IN LOGISTICS AND TRANSPORT

INTRODUCTION TO PURCHASING

INTRO-04

JUNE 2025 EXAMINATION

Instructions to Candidates

- Duration of examination: **2.30 hours**
- **Answer FIVE questions only**
- Questions may be answered in any order.
- Mark allocation is indicated along each question.
- Credit will be given for citing relevant examples.
- Write legibly.

QUESTION 1

Define "strategic sourcing" and explain its importance in the purchasing process.

(20 marks)

QUESTION 2

List and briefly explain three factors that influence purchasing decisions.

(20 marks)

QUESTION 3

Explain the difference between direct and indirect purchasing.

(20 marks)

QUESTION 4

Discuss how effective purchasing contributes to the overall efficiency of the supply chain. **(20 marks)**

QUESTION 5

Analyze the importance of sustainability in purchasing decisions. **(20 marks)**

QUESTION 6

Explain the significance of building and maintaining strong relationships with suppliers. **(20 marks)**

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