



**DEDAN KIMATHI UNIVERSITY OF TECHNOLOGY**  
**UNIVERSITY EXAMINATIONS 2021/2022 ACADEMIC YEAR**  
**STAGE TWO SPECIAL/SUPPLEMENTARY EXAMINATION FOR THE DIPLOMA IN**  
**COFFEE TECHNOLOGY AND CUPPING**

**FFT 0211: COFFEE ECONOMICS AND TRADE**

**DATE: 1/12/2021**

**TIME: 11.00 A.M.-01.00 P.M.**

**INSTRUCTIONS: Answer all questions in section A and any other two in section B**

**SECTION A - [30 MARKS]**

**Question One**

**(10 Marks)**

Explain the following terms used in coffee trading

- a) FoB
- b) CiF
- c) CF
- d) FoT

**Question Two**

**(10 Marks)**

a) Briefly explain some FIVE factors that affect the coffee supply in Kenya

**(5 Marks)**

b) Briefly explain the role of the following in coffee players in trading

**(5 Marks)**

- i. Warehouseman
- ii. Marketing Agent
- iii. NCE staffers
- iv. NCE CEO

**Question Three**

**(10 Marks)**

Briefly explain the execution of a direct sale of coffee in Kenya

**SECTION B – [40 MARKS]**

**Question Four**

Compare the various marketing systems in Kenya

**(20 Marks)**

**Question Five**

Explain the risks involved in global coffee trading and propose mitigation measures

**(20 Marks)**

**Question Six**

Explain some TEN requirements for one to be a commercial marketing agent in Kenya

**(20 Marks)**