

D4/May 2018

Diploma in procurement and supply

Negotiating and contracting in procurement and supply

Date Tuesday 15 May 2018

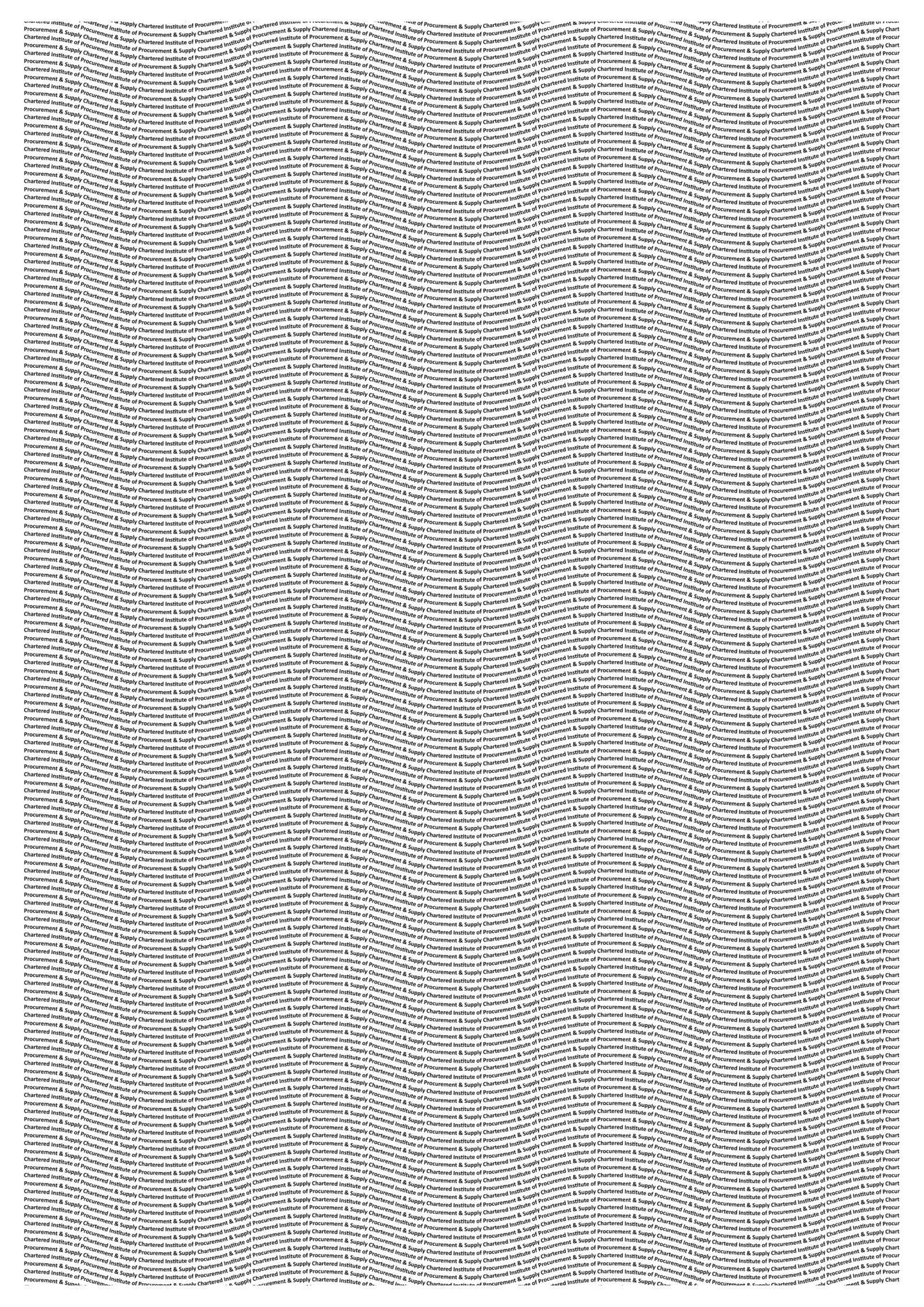
Time Start 14.00 End 17.00 Duration 3 hours

QUESTION PAPER

INSTRUCTIONS FOR CANDIDATES

This examination has **FOUR** compulsory questions worth 25 marks each.

1. Do not open this question paper until instructed by the invigilator.
2. All answers must be written in the answer booklet provided.
3. All rough work and notes should be written in the answer booklet.



QUESTIONS

You are advised to spend 45 minutes on each question.

- Q1** (a) Explain the nature and operation of a call-off contract. (10 marks)
- (b) Suggest how the 'battle of the forms' may be avoided. (15 marks)
- Q2** (a) Explain how negotiation could be used during **THREE** different stages of the sourcing process. (15 marks)
- (b) Explain how stakeholders can contribute to a commercial negotiation. (10 marks)
- Q3** (a) Identify **THREE** macroeconomic factors and explain how each can influence a commercial negotiation. (15 marks)
- (b) Suggest **FIVE** sources of information on macroeconomic factors. (10 marks)
- Q4** (a) Identify **THREE** types of non-verbal communication and explain why each is important in negotiation. (9 marks)
- (b) Explain the use of **FOUR** different types of questions in a negotiation. (16 marks)

END OF QUESTION PAPER

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