

D4/July 2015

Diploma in procurement and supply

Negotiating and contracting in procurement and supply

Date Monday 20 July 2015

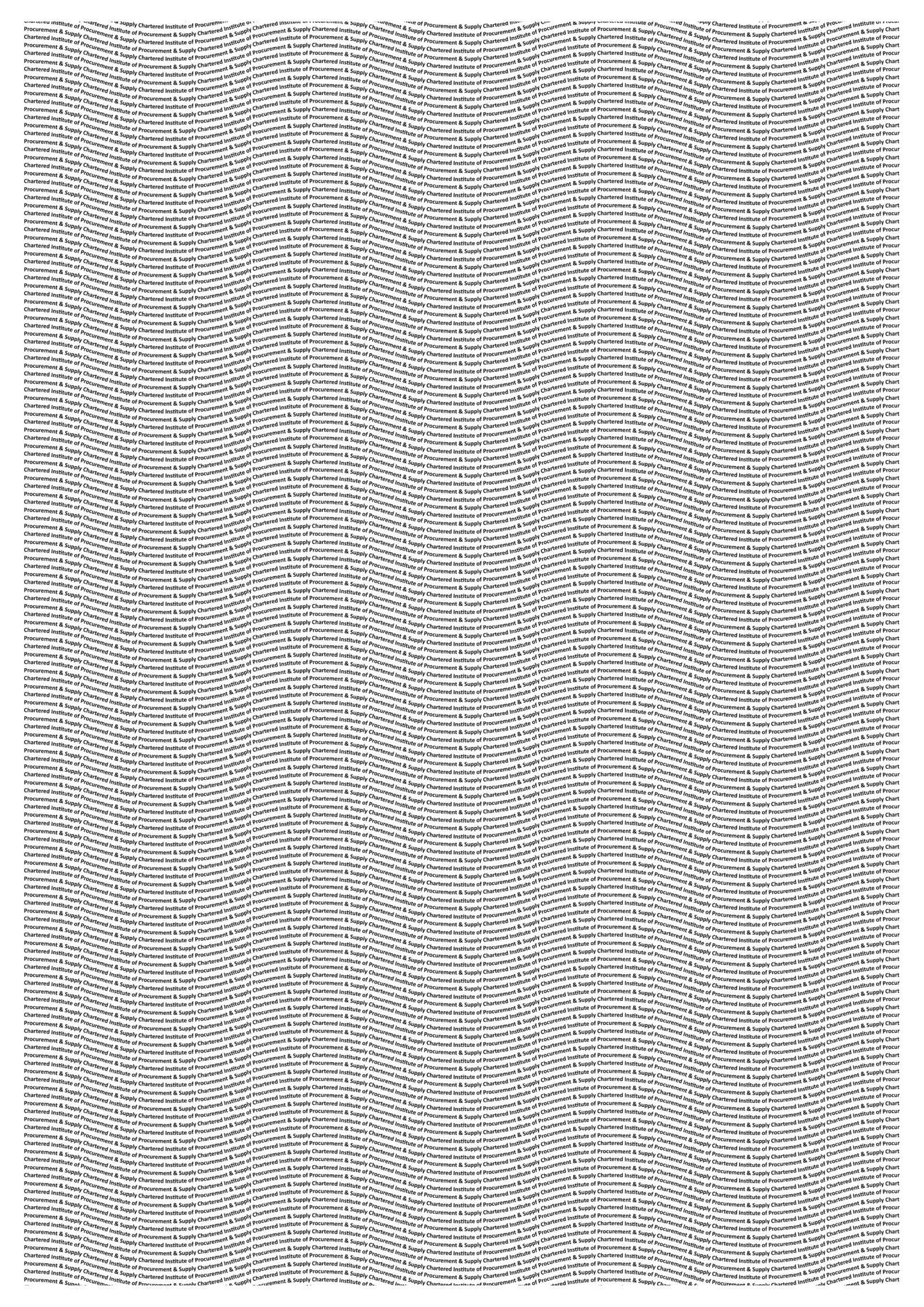
Time Start 14:00 End 17:00 Duration 3 hours

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)** Outline **FIVE** potential benefits of using Key Performance Indicators (KPIs) as performance measures. **(10 marks)**
- (b)** Contract schedules provide additional or more detailed information than is provided in the main contract terms and can be referred to separately for detail on particular supplementary areas. Explain the typical content and use of the following contract schedules:
- (i)** Health and safety requirements
 - (ii)** Non-disclosure agreements
 - (iii)** Use of subcontractors. **(15 marks)**
- Q2** Using **FIVE** characteristics, compare collaborative (integrative) negotiation with adversarial (distributive) negotiation. **(25 marks)**
- Q3 (a)** Identify **THREE** macro-economic factors and explain how each can influence a commercial negotiation. **(15 marks)**
- (b)** Suggest **FIVE** sources of information on macro-economic factors. **(10 marks)**
- Q4** Explain **FIVE** ways to analyse the process or outcomes from a commercial negotiation. **(25 marks)**

END OF QUESTION PAPER

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CIPS ASSESSMENT MANAGEMENT CENTRE
c/o LINNEY DIRECT, A7 GOODS IN
BELLAMY ROAD, MANSFIELD
NOTTINGHAMSHIRE NG18 4LN
UNITED KINGDOM
TEL: +44(0) 845 880 1188
FAX: +44(0) 845 880 1187
www.cips.org