D4/July 2015



Diploma in procurement and supply

Negotiating and contracting in procurement and supply

Date	Monday 20 July 2015						
Time	Start 1	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.

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QUESTIONS

You are advised to spend 45 minutes on each question.

Q1	(a)	Outlii perfo	(10 marks)			
	(b)		in the ementary			
		(i) (ii) (iii)	Health and safety requirements Non-disclosure agreements Use of subcontractors.	(15 marks)		
Q2	-	ng FIVE characteristics, compare collaborative (integrative) negotiation with adversaria tributive) negotiation.				
Q3	(a)	Identify THREE macro-economic factors and explain how each can influence a commension negotiation.				
	(b)	Suggest FIVE sources of information on macro-economic factors.				
Q4	Expla	in FIV	E ways to analyse the process or outcomes from a commercial negotiation.	(25 marks)		

END OF QUESTION PAPER

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