

D5/January 2018

**Diploma in procurement and supply**

# **Managing contracts and relationships in procurement and supply**

**Date**            **Monday 22 January 2018**

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**Time**            **Start 09:30**        **End 12:30**    **Duration 3 hours**

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## **QUESTION PAPER**

### **INSTRUCTIONS FOR CANDIDATES**

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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** Analyse **FIVE** examples of added value that could be achieved for an organisation by having a positive relationship with its suppliers. **(25 marks)**
- Q2 (a)** Outline **FIVE** areas where the standard contract terms of a buyer and a seller are likely to be different. **(15 marks)**
- (b)** Explain the following in relation to non-performance of a contract:
- (i)** Substantial performance
  - (ii)** Acceptance of partial performance. **(10 marks)**
- Q3** Explain **FIVE** of the responsibilities of a contract manager. **(25 marks)**
- Q4 (a)** Explain, using examples, **THREE** techniques that could be used for supplier development. **(15 marks)**
- (b)** Explain, from the suppliers' perspective, **ONE** advantage and **ONE** disadvantage of supplier development. **(10 marks)**

**END OF QUESTION PAPER**



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