

D5/March 2018

Diploma in procurement and supply

Managing contracts and relationships in procurement and supply

Date **Wednesday 7 March 2018**

Time **Start 09:30 End 12:30 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 **ONE** portfolio analysis technique used to assess relationships in the supply chain. (4 marks)
- (b) Suggest **FOUR** drivers of collaborative relationships in supply chains. (12 marks)
- (c) Suggest **THREE** ways buyers could increase the 'attractiveness' of their business to suppliers. (9 marks)
- Q2** (a) Explain the difference between vital and non-vital contract terms. (16 marks)
- (b) Discuss, with examples, implied terms in contract law. (9 marks)
- Q3** Explain how a purchaser might assess and then manage **FIVE** different contractual risks. (25 marks)
- Q4** (a) Explain **TWO** ways of measuring supplier performance. (10 marks)
- (b) Explain **THREE** ways in which an existing supplier's performance might be improved. (15 marks)

END OF QUESTION PAPER



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