

D5/January 2015

Diploma in procurement and supply

Managing contracts and relationships in procurement and supply

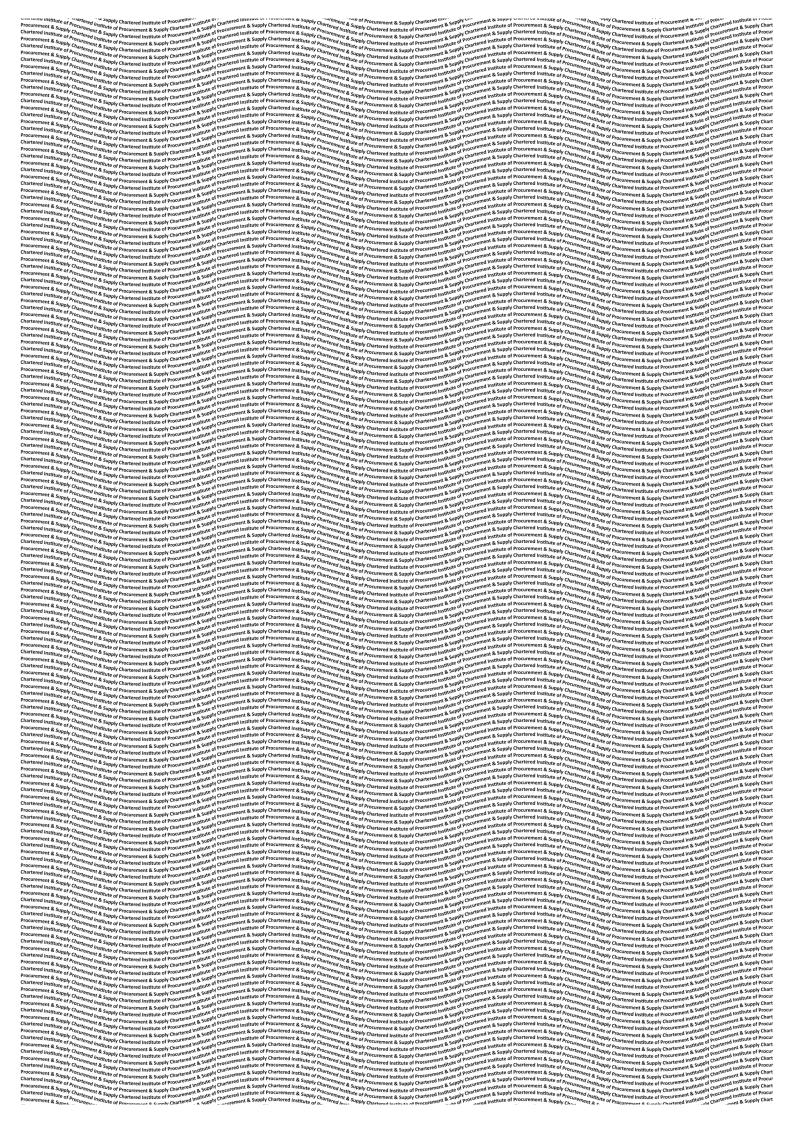
Date	Monday 26 Jan	uary 2015		
Time	Start 09:30	End 12:30	Duration	3 hours

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	Expla	Explain, using examples, the following competitive forces in supply chains:				
	(i) (ii) (iii) (iv) (v)	Threat of new entrants to a market Power of suppliers Power of buyers Potential product or service substitutes Competitive rivalry.	(25 marks)			
Q2	(a)	Explain the purpose of a liquidated damages clause in a contract.	(10 marks)			
	(b)	Discuss FIVE disadvantages of using litigation as a means of resolving disputes.	(15 marks)			
Q3	Explain (ii) (iii)	Performance management Relationship management Contract document management and change control.	(9 marks) (8 marks) (8 marks)			
Q4	(a)	Define 'Benchmarking'.	(5 marks)			
	(b)	Discuss, with examples, FOUR types of benchmarking.	(12 marks)			
	(c)	Explain the use of a balanced scorecard approach to the measurement of supplier performance.	(8 marks)			

END OF QUESTION PAPER

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