

Diploma in procurement and supply

Managing contracts and relationships in procurement and supply

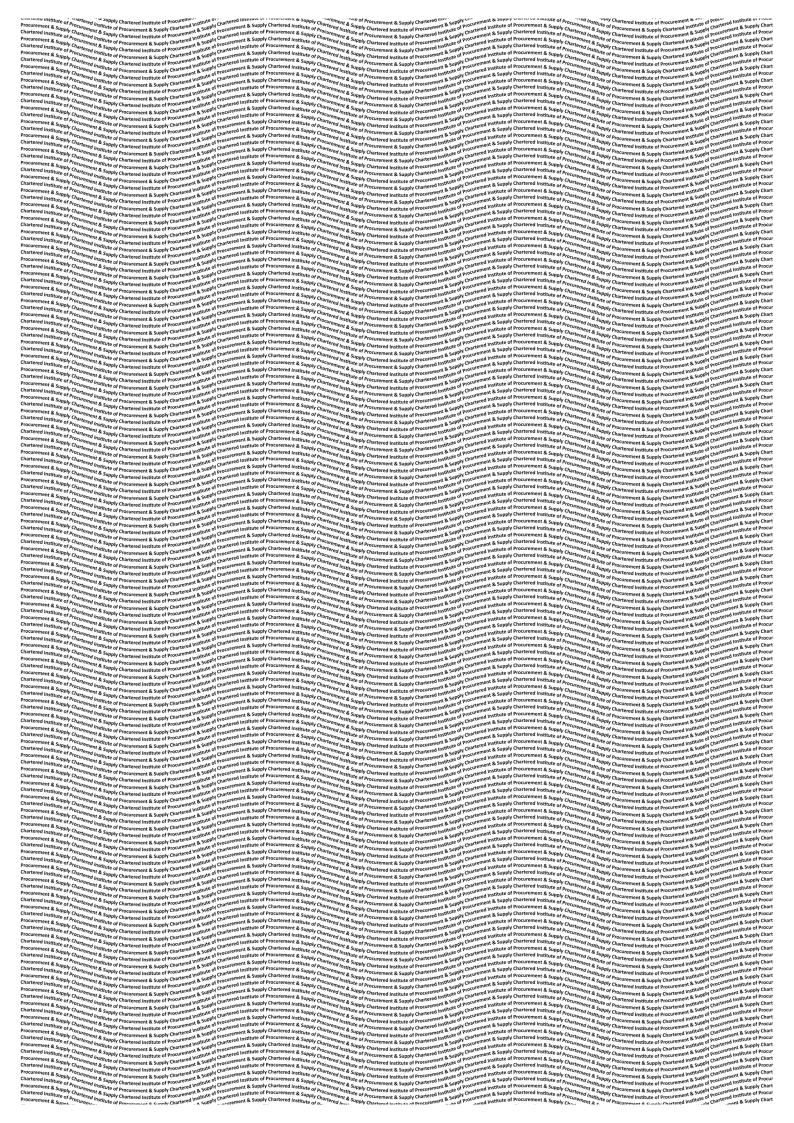
Date	Monday 20 July 2015				
Time	Start 09:30	End 12:30	Duration	3 hours	

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 (a) Outline ONE portfolio analysis technique used to assess relationships in				chain. (4 marks)	
	(b)	Sugg	est FOUR drivers of a collaborative relationship in supply chains.	(12 marks)	
	(c)	Sugg	est THREE ways buyers could increase the 'attractiveness' of their business to s	suppliers. (9 marks)	
Q2	2 (a) Discuss the purpose of the following TWO contract terms:				
		(i) (ii)	Applicable law Force majeure.	(10 marks)	
	(b)	Expla	ain each of the following terms highlighting the differences between them:		
		(i) (ii) (iii)	Conditions Warranties Innominate terms.	(15 marks)	
Q3	Expla	ain FI V	/E of the responsibilities of a contract manager.	(25 marks)	
Q4	(a)	Expla	ain THREE measures that might be included within a balanced scorecard.	(15 marks)	

END OF QUESTION PAPER

Explain ONE methodology for relationship assessment that can be employed by purchasers and

(10 marks)

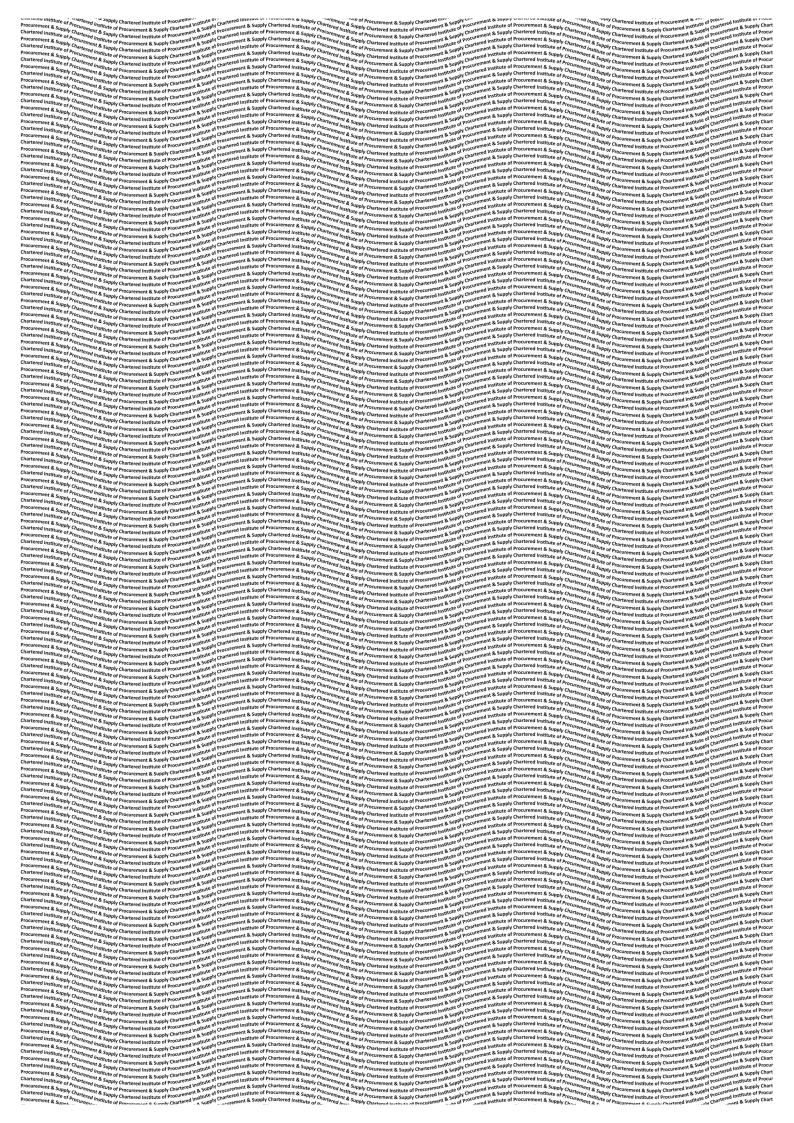
(b)

suppliers.

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