

D5/July 2015

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 the supply chain. (4 marks)
- (b) Suggest **FOUR** drivers of a collaborative relationship in supply chains. (12 marks)
- (c) Suggest **THREE** ways buyers could increase the 'attractiveness' of their business to suppliers. (9 marks)
- Q2** (a) Discuss the purpose of the following **TWO** contract terms:
- (i) Applicable law
- (ii) Force majeure. (10 marks)
- (b) Explain each of the following terms highlighting the differences between them:
- (i) Conditions
- (ii) Warranties
- (iii) Innominate terms. (15 marks)
- Q3** Explain **FIVE** of the responsibilities of a contract manager. (25 marks)
- Q4** (a) Explain **THREE** measures that might be included within a balanced scorecard. (15 marks)
- (b) Explain **ONE** methodology for relationship assessment that can be employed by purchasers and suppliers. (10 marks)

END OF QUESTION PAPER

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c/o LINNEY DIRECT, A7 GOODS IN
BELLAMY ROAD, MANSFIELD
NOTTINGHAMSHIRE NG18 4LN
UNITED KINGDOM
TEL: +44(0) 845 880 1188
FAX: +44(0) 845 880 1187
www.cips.org