



Diploma in procurement and supply

Managing contracts and relationships in procurement and supply

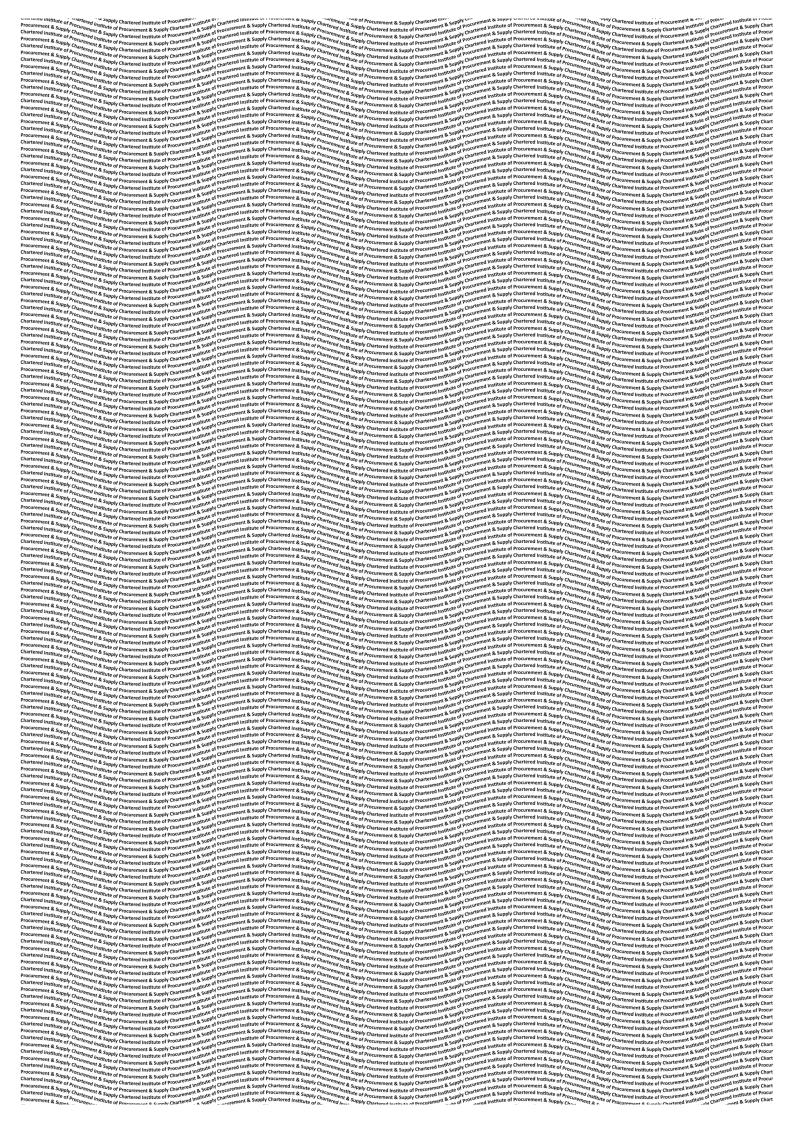
Date	Wednesday 11 March 2015			
Time	Start 09:30	End 12:30	Duration	3 hours

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** Explain, and illustrate with a diagram:
 - (i) A supplier preferencing matrix. (10 marks)
 - (ii) A risk assessment matrix. (15 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, using **ONE** example for each, the following types of contractual risk:
 - (i) Internal risks
 - (ii) Market risks
 - (iii) Economic risks
 - (iv) Legal risks
 - (v) Ethical sourcing risks. (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

BLANK PAGE

BLANK PAGE

BLANK PAGE

