

Diploma in procurement and supply

Managing contracts and relationships in procurement and supply

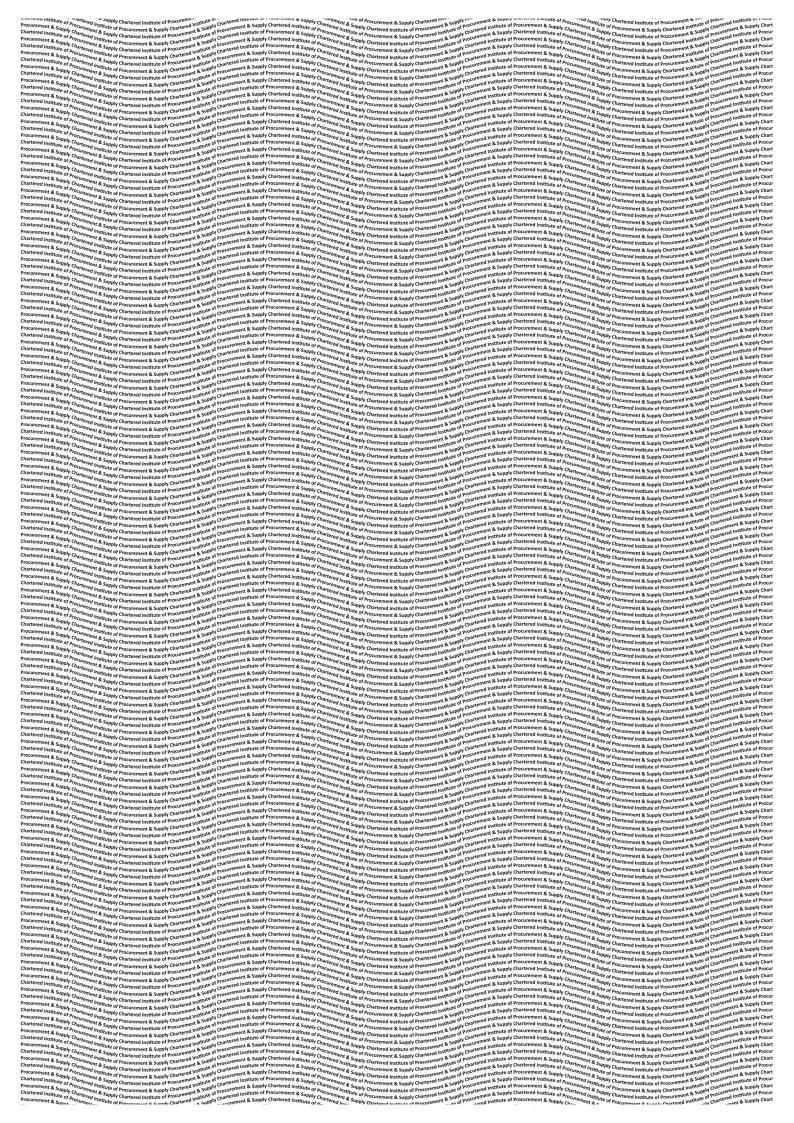
Date	Friday 22 May 2015				
Time	Start 14:00	End 17:00	Duration	3 hours	

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.

- Analyse FIVE examples of added value that could be achieved for an organisation by having a positive relationship with its suppliers. (25 marks)
- Q2 (a) Explain **THREE** legal remedies available to a purchaser when a breach of contract occurs. (15 marks)
 - (b) Outline the main drawbacks of litigation as a method of resolving contractual disputes. (10 marks)
- Q3 (a) Explain an approach that might be used by a procurement organisation to assess contractual risk.A diagram or matrix may be used to support your answer. (10 marks)
 - (b) Outline THREE resources that could contribute to effective contract management. (15 marks)
- Q4 (a) Explain FIVE key performance indicators (KPIs) that can be applied to measure a supplier's performance. (15 marks)
 - (b) Explain **TWO** ways in which the use of KPIs can enhance the relationship between a purchaser and supplier. (10 marks)

END OF QUESTION PAPER

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