

D5/November 2014

Diploma in procurement and supply

Managing contracts and relationships in procurement and supply

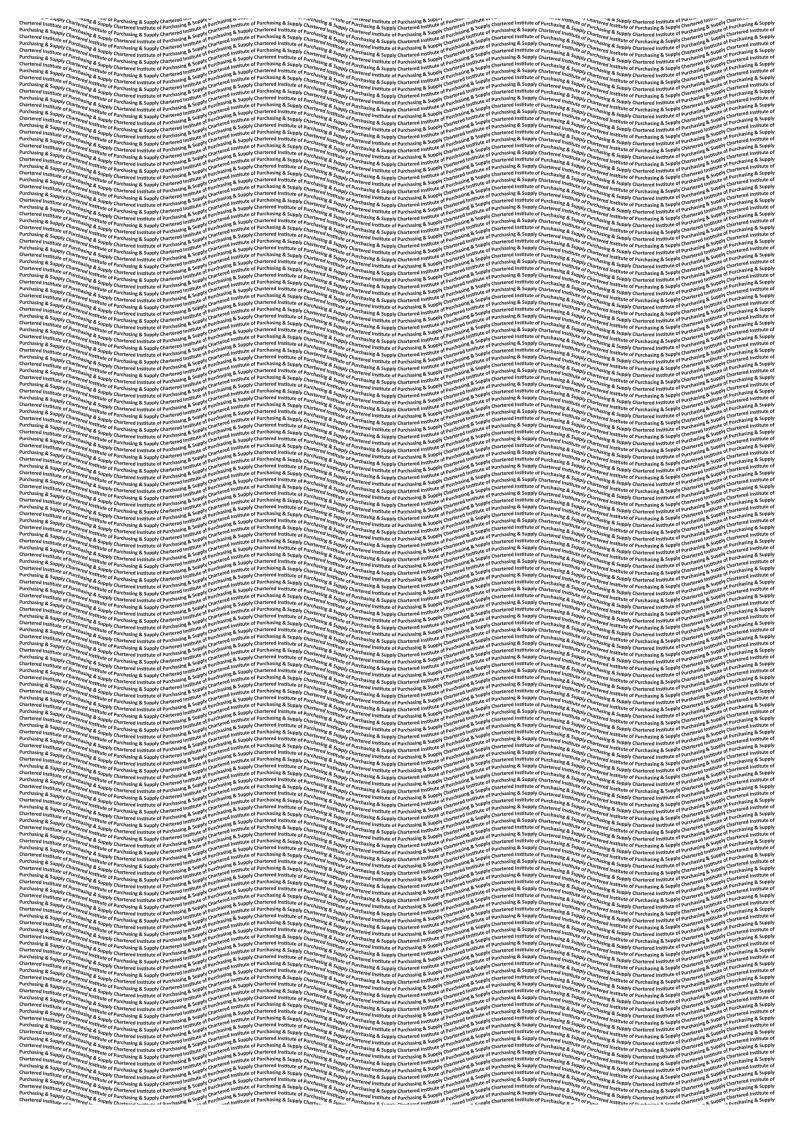
Date	Monday 17 November 2014			
Time	Start 14:00	End 17:00	Duration	3 hours

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.

- Q1 Describe **FIVE** sources of added value that can be achieved through supply chain relationships. (25 marks)
- Q2 (a) Outline FIVE areas where the standard contract terms of a buyer and a seller are likely to be different. (15 marks)
 - **(b)** Explain the following in relation to non-performance of a contract:
 - (i) Substantial performance
 - (ii) Acceptance of partial performance.

(10 marks)

- Q3 (a) Explain the role of 'information assurance' (IA) in managing contractual risk. (10 marks)
 - (b) Describe **THREE** tasks that might be undertaken by a contract manager as part of their contract administration duties. (15 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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