

D5/November 2014

## Diploma in procurement and supply

# Managing contracts and relationships in procurement and supply

Date **Monday 17 November 2014**

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Time **Start 14:00 End 17:00 Duration 3 hours**

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## QUESTION PAPER

### INSTRUCTIONS FOR CANDIDATES

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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)**

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