



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING

DEPARTMENT OF BUSINESS ADMINISTRATION AND MANAGEMENT

EXAMINATION PAPER

COURSE CODE : CPS 214

COURSE TITLE : CONTRACT AND RELATIONSHIP MANAGEMENT

SPECIAL REQUIREMENTS : NO SPECIAL REQUIREMENTS

DURATION : 3 Hours

LEVEL : 2.1

DATE : 10 FEB 2022

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer any **FOUR (4)** questions.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []
5. Use of practical examples where necessary is encouraged

Discuss the benefits of supplier visits in supply chain relationships.

(25 Marks)

Question 2

Explain the following types of relationships:

a) Adversarial relationship

(5 Marks)

b) Transactional relationship

(5 Marks)

c) Outsourcing

(5 Marks)

d) Arm's length

(5 Marks)

e) Co-destiny

(5 Marks)

Question 3

'Collaborative relationships unlock more value within the supply chains than competitive relationships'. Discuss.

(25 Marks)

Question 4

Explain the environmental concerns relevant to purchasing staff in making relationships with suppliers.

(25 Marks)

Question 5

Evaluate the factors involved in supplier appraisal.

(25 Marks)

END