



**ZIMBABWE EZEKIEL GUTI UNIVERSITY**

**FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING**

**DEPARTMENT OF BUSINESS ADMINISTRATION AND MANAGEMENT**

**EXAMINATION PAPER**

**COURSE CODE** : CPS 203

**COURSE TITLE** : SUPPLY CHAIN RELATIONSHIP MANAGEMENT

**SPECIAL REQUIREMENTS** : NO SPECIAL REQUIREMENTS

**DURATION** : 3 Hours

**LEVEL** : 2:1 03 OCT 2022

**DATE** :

**INSTRUCTIONS TO CANDIDATES:**

1. No cell phones are allowed in the examination venue.
2. **ANSWER ANY FOUR 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

### Question 1

Explain any **five (5)** reasons for the development of buyer-supplier relationships in supply chain flows. **(25 Marks)**

### Question 2

Discuss any **five (5)** situations that are suitable to engage in transactional relationships by the buyer. **(25 Marks)**

### Question 3

Explain potential costs that may arise from poor supplier relationship management in an organisation of your, citing examples. **(25 Marks)**

### Question 4

- a) Define outsourcing, giving examples. **(5 Marks)**
- b) Discuss **five (5)** advantages and **five (5)** disadvantages of outsourcing catering services at a University. **(20 Marks)**

### Question 5

Discuss the importance of establishing collaborative relationships with supply chain partners for a retail organisation such as OK supermarket. **(25 Marks)**

**END**

3/0 AM