



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
DURATION :3 HOURS
DATE 01 DEC 2022
SPECIAL REQUIREMENTS :NONE

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer any **FOUR (4)** questions. (Level 1.1 to level 2.2)
3. Answer **QUESTION ONE (1)** and any other **THREE (3)** questions.
(Level 4.1 and 4.2)
4. Begin each question on a new page.
5. The number of marks for each question or part question is shown in brackets []

QUESTION ONE

Using a public procuring entity of your choice in Zimbabwe, explore and explain contractual challenges that are faced by the procuring entity in carrying out procurement activities and suggest solutions for the identified challenges.

[25Marks]

QUESTION TWO

The Cox (2003) model depicts relationships between a firm and its supplier in relation to core competences. Based on an organisation like ZUPCO, do you think the model is applicable? Justify your answer.

[25 Marks]

QUESTION THREE

Evaluate the applicability of the Bensaou (1999) model to a big mining firm. Use Trojan Nickel Mine in your analysis.

[25 Marks]

QUESTION FOUR

Explain the risks to the buyer of adopting single sourcing for a company like NetOne.

[25 Marks]

QUESTION FIVE

Assuming that you are the Key Account Manager for Delta Beverages, develop a one (1) year relationship-building plan for your organisation.

[25 Marks]

END OF PAPER

12/26 AM