



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ECONOMICS, MARKETING AND ENTREPRENEURSHIP

EXAMINATION PAPER

COURSE CODE : CPS214
COURSE TITLE : CONTRACT AND RELATIONSHIP MANAGEMENT
SPECIAL REQUIREMENTS :
DURATION : 3 Hours
LEVEL : 2.1
DATE :

12 JUN 2024

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Use of silent, non- programmable calculators is allowed
3. Answer **ANY FOUR (4)** questions.
4. The number of marks for each question or part question is shown in brackets []
5. Begin each answer on a new page
6. **DO NOT OPEN THIS PAPER UNTIL THE INVIGILATOR INSTRUCTS YOU.**

QUESTION ONE

Explain why negotiation is a key aspect in contract and relationship management. [25 Marks]

QUESTION TWO

Suggest ways that can be employed by ZEGU to ensure quality when contracting and managing relationships. [25 Marks]

QUESTION THREE

State and clearly explain the stages of contract management lifecycle. [25 Marks]

QUESTION FOUR

- (a) Differentiate model form contracts and bespoke contracts. [5 Marks]
- (b) Clearly explain the benefits of using model form contracts. [20 Marks]

QUESTION FIVE

With reference to contract management, explain the following terms;

- a) Regulatory and legal risk [5 Marks]
- b) Security Risk [5 Marks]
- c) Financial Risk [5 Marks]
- d) Compliance Risk [5 Marks]
- e) Operational Risk [5 Marks]

END

6/10 PM