



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ECONOMICS, MARKETING, AND ENTREPRENEURSHIP

EXAMINATION PAPER

MODULE CODE	:	CPS 214
MODULE TITLE	:	Contract and Relationship management
SPECIAL REQUIREMENTS	:	None
DURATION	:	3 Hours
LEVEL	:	2:1
DATE	:	10 FEB 2025

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue
2. Use of silent, non-programmable calculators is allowed
3. Answer ALL questions in Section A and any three (3) questions in Section B.
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.**

SECTION A (compulsory)

QUESTION ONE

Discuss the importance of ethics and integrity in contract and relationship management.

[25 marks]

SECTION B

QUESTION TWO

Evaluate the six types of risks in contract management and ways to mitigate them.

[25 marks]

QUESTION THREE

Discuss the role played by commercial contract in business and relationship management.

[25 marks]

QUESTION FOUR

Discuss five remedies for breach of contract giving examples.

[25 marks]

QUESTION FIVE

Discuss the following :

- a) Partnership **[5 marks]**
- b) Strategic Alliance **[5 marks]**
- c) Negotiation **[5 marks]**
- d) Key Performance **[5 marks]**
- e) Outsourcing **[5 marks]**