



**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** : 13 JUN 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 **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

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

### QUESTION TWO

Discuss the importance of negotiation in contract and relationship management. [25 Marks]

### QUESTION THREE

Explain the Five types of relationships and their importance in contract relationship management. [25 Marks]

### QUESTION FOUR

(a) Define a contract. [5 Marks]

(b) Explain the role played by commercial contract in business and relationship management. [20 Marks]

### QUESTION FIVE

Explain the following terms;

a) Voidable contract [5 Marks]

b) Express terms [5 Marks]

c) Negotiation [5 Marks]

d) Bespoke Contract [5 Marks]

e) Outsourcing [5 Marks]

END

4/2 Pm