



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING

DEPARTMENT OF ECONOMICS AND BUSINESS SCIENCES

EXAMINATION PAPER

COURSE CODE : CPS101
COURSE TITLE : SUPPLY CHAIN FUNDAMENTALS
DURATION : 3 Hours
DATE : 29 May 2019

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer any **FOUR (4)** questions.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []

Question 1

Supply chain interfaces with various other functions in an organization. Describe the principal areas of interaction between supply chain and other function within an organization.

[25 marks]

Question 2

Discuss the strengths and weaknesses of the following sources of information used to evaluate potential suppliers: information from suppliers, supplier visits, exhibitions, trade references.

[25 marks]

Question 3

You have been asked to compile a database of preferred supplier for your organization. What criteria would you use to evaluate potential suppliers?

[25 marks]

Question 4

Evaluate the following evaluation methods that may be used to evaluate suppliers' offers.

- a. Numerical scoring method (8 marks)
- b. Least cost method (8 marks)
- c. Matrix method. (9 marks)

[Total 25 marks]

Question 5

Evaluate the common tactics that buyers may use during negotiation. **[25 marks]**