

BINDURA UNIVERSITY OF SCIENCE EDUCATION

FACULTY OF COMMERCE

DEPARTMENT: ECONOMICS

PROGRAMME: BCOM SUPPLY CHAIN MANAGEMENT

COURSE CODE PAS206/SCM206: CONTRACT AND RELATIONSHIP MANAGEMENT

DURATION: 3 HOURS

TOTAL MARKS: 100

INSTRUCTIONS TO CANDIDATES

1. This paper carries six questions
2. Answer any four (4) questions.
3. All questions carry 25 marks.
4. Cellphones are not allowed in the examination room.

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QUESTION ONE

Explain the reasons for the development of buyer-supplier relationships in today's business world. [25 marks]

QUESTION TWO

Discuss any five (5) dimensions on the relationship spectrum. [25 marks]

QUESTION THREE

Describe any five (5) factors to consider when establishing key relationships with your suppliers. [25 marks]

QUESTION FOUR

Examine the potential costs associated with poor buyer-supplier relationships. [25 marks]

QUESTION FIVE

Discuss situations that are suitable to engage in transactional relationships by the buyer. [25 marks]

QUESTION SIX

Explain why buyers should be concerned with ethics in their day to day business. [25 marks]

END OF PAPER