

**BINDURA UNIVERSITY OF SCIENCE EDUCATION**

**FACULTY OF COMMERCE**

**DEPARTMENT OF ECONOMICS**

**NOV 2023**

**BACHELOR OF COMMERCE HONOURS DEGREE IN PURCHASING AND  
SUPPLY**

**RELATIONSHIP MANAGEMENT 2: PAS209 (2)**

**DURATION: 3 HOURS**

**INSTRUCTIONS TO CANDIDATES**

1. Answer any four (4) questions
  2. Begin a new answer on a new page
  3. All questions carry 25 marks
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**QUESTION ONE**

Evaluate the importance of **stock taking** for any manufacturing organization of your choice.

**[25 Marks]**

**QUESTION TWO**

Explain the benefits of **negotiation** to any supplying organisation of your choice.

**QUESTION THREE**

“**Supplier identification** is a backbone for any successful business.” Discuss this notion in relation to the Covid-19 pandemic.

**[25 Marks]**

**QUESTION FOUR**

Explain how the following supply chain activities can impact on communication and relationships in the supply chain:

- |                         |                  |
|-------------------------|------------------|
| a) Supplier development | <b>[8 Marks]</b> |
| b) Supplier selection   | <b>[8 Marks]</b> |
| c) Supplier involvement | <b>[9 Marks]</b> |

#### **QUESTION FIVE**

Critique any **four** types of outsourcing and the supplier relationship suitable for each chosen type. **[25 Marks]**

#### **QUESTION SIX**

Explain any **three** supplier relationships that are suitable for the procurement of high value goods in the public sector. **[25 Marks]**

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