

BINDURA UNIVERSITY OF SCIENCE EDUCATION

FACULTY OF COMMERCE

DEPARTMENT: ECONOMICS

JUN 2025

PROGRAMME: BCOM SUPPLY CHAIN MANAGEMENT

COURSE CODE SCM206/PAS206: 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

Examine the signs of poor supplier/buyer relationships in contemporary supply chains.
[25 Marks]

QUESTION TWO

Explain any five (5) relationship types as provided by the relationship spectrum using practical examples.
[25 Marks]

QUESTION THREE

Discuss the conditions that may be considered by both the supplier and the buyer for terminating buyer/supplier relationship.
[25 Marks]

QUESTION FOUR

Examine the major factors that should be included when entering into buyer supplier relationship.
[25 Marks]

QUESTION FIVE

Evaluate procurement ethics to be observed by the procurement department when dealing with supplier compliance.
[25 Marks]

QUESTION SIX

Discuss the reasons suppliers why some suppliers may not welcome supplier appraisal from purchasers. **[25 Marks]**

END OF PAPER