

**CHUKA**

**UNIVERSITY**



**UNIVERSITY EXAMINATIONS**

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR OF  
PROCUREMENT AND LOGISTISC MANAGEMENT**

**BPLM 213: MANAGING SUPPLIER RELATIONSHIPS**

**STREAMS: BPLM Y2S1**

**TIME: 2 HOURS**

**DAY/DATE: MONDAY 27/09/2021**

**2.30 P.M. – 4.30 P.M.**

**INSTRUCTIONS:**

- Answer question one (compulsory) and any other two questions
- Be clear and neat, give examples where appropriate

**Question one**

- Explain FIVE benefits of outsourcing in supply chains. (10 marks)
- Discuss the Cox model of supplier relationship (10 marks)
- Explain five benefits of supplier development in supply chains. (10 marks)

**Question two**

- Discuss FIVE methods of managing contracts in a supplier buyer relationship. (10 marks)
- Enumerate FIVE circumstances under which a relationship may be terminated. (10 marks)

**Question three**

- Describe five strategies for managing suppliers today. (10 marks)
- Explain FIVE reasons for evaluating supplier relationship building. (10 marks)

**Question four**

- Explain five stages of the relationship life cycle. (10 marks)
- Describe five emerging issues in supplier relationship management. (10 marks)