

CHUKA



UNIVERSITY

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

BPLM 213: MANAGING SUPPLIER RELATIONSHIPS

STREAMS: BPLM Y2S1

TIME: 2 HOURS

DAY/DATE: TUESDAY 04/12/2018

11.30 A.M. – 1.30 P.M.

INSTRUCTIONS:

- **Answer question one (compulsory) and any other two questions**

Question one (30 marks)

- (a) Discuss the tools used in supplier relationship management to increase profits and reduce costs in an organization. (10 marks)
- (b) Explain the circumstances under which supplier relationship management may be value adding to a firm. (10 marks)
- (c) Using relevant examples, explain why strong supplier relationships are essential for a firm. (10 marks)

Question two

- (a) Enumerate 5 keys to successful partnership relationships in the supply chain. (10 marks)
- (b) Discuss 5 benefits of supplier certification in buyer-supplier relationships. (10 marks)

Question three

- (a) Explain using examples the weighted method of supplier evaluation. (10 marks)
- (b) Enumerate 5 attribute of a supplier recognition program. (10 marks)

Question four

Discuss 10 trends in supplier relationship management today.

(20 marks)
