

CHUKA

UNIVERSITY



UNIVERSITY EXAMINATIONS

SECOND YEAR 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: MONDAY 02/12/2019

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

- (a) Explain five potential benefits of adopting collaborative supply chain relationships [10 marks]
- (b) Discuss two short term tactical cost reduction initiatives and two long-term strategic cost reduction approaches that should be adopted to achieve a reduction in supply chain costs. [10 marks]
- (c) Explain a range of IT/ICT tools that can be applied in managing suppliers to improve the performance of supply chain. [10 marks]

QUESTION TWO

- (a) Identify and explain ten indicators that would suggest that the purchasing function has built effective internal and external relationships [10 marks]
- (b) A partnership sourcing relationship is likely to face a number of challenges. Explain five potential challenges. [10 marks]

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QUESTION THREE

- (a) Explain the two stages in undertaking a supply positioning analysis [6 marks]
- (b) Identify and explain the four quadrants that will result from a supply [14 marks]

QUESTION FOUR

- (a) Explain the KEY stages in supply relationship life cycle [10 marks]
 - (b) Enumerate the major costs that may arise due to poor supply relationship management [10 marks]
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