

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

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

BPLM 213: MANAGING SUPPLIER RELATIONSHIPS

STREAMS: BPLM Y2S2

TIME: 2 HOURS

DAY/DATE: TUESDAY 07/08/2018

2.30 P.M. – 4.30 P.M.

INSTRUCTIONS:

- **Answer questions ONE and any other TWO questions.**
- **Be clear and neat, give examples where appropriate.**

QUESTION ONE

- (a) Discuss 5 circumstances under which a partnership relationship in the supply chain. (10 marks)
- (b) Explain five importance of supplier relationships in an organization. (10 marks)
- (c) Enumerate the process of managing contracts in procurement. (10 marks)

QUESTION TWO

- (a) Why is supplier evaluation important in relationship management? Explain using relevant examples. (10 marks)
- (b) Explain five roles of Electronic Data Interchange (EDI) in supplier relationship management. (10 marks)

QUESTION THREE

- (a) Discuss five reasons for terminating relationships between a buyer and a supplier. (10 marks)
- (b) Enumerate 10 barriers to the development of supplier by a procuring entity. (10 marks)

QUESTION FOUR

- (a) Discuss five difficulties that may arise when managing global supply chain relationships. (10 marks)
- (b) Supplier relationship management can contribute to the competitiveness of an organization. **JUSTIFY** this statement using relevant examples. (10 marks)
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