



MUEO

MOI UNIVERSITY

OFFICE OF THE CHIEF ACADEMIC OFFICER

UNIVERSITY EXAMINATIONS

2009/2010 ACADEMIC YEAR

FOURTH YEAR SECOND SEMESTER EXAMINATION

FOR THE DEGREE OF

BACHELOR OF BUSINESS MANAGEMENT

COURSE CODE: BBM 448

COURSE TITLE: PROJECT AND CONTRACT MANAGEMENT

DATE: 21ST APRIL 2010 **TIME:** 9.00 A.M. – 12.00 NOON.

INSTRUCTION TO CANDIDATES

- SEE INSIDE.

THIS PAPER CONSISTS OF (3) PRINTED PAGES

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INSTRUCTIONS

ANSWER QUESTION ONE AND ANY OTHER THREE QUESTIONS.

QUESTION ONE

You being a procurement manager in your organization, you have been made in charge of a computerization project for the whole organization. As part of computerisation in your organization you are supposed to enter into contract with Fintech Kenya which is an Information technology firm which offers Information technology consultancy.

Required:

- a) Using suitable examples, discuss in the detailed the various processes you will have to undertake in contract management with Fintech Kenya. (20 Marks)
- b) What are the factors that can limit the scope of relationship between your organization and Fintech Kenya in the course of contract administration? Provide suggestions on improving relationships between your organization and Fintech Kenya. (10 Marks)
- c) What are the likely challenges that you are going to face in the various processes while undertaking the contract with Fintech Kenya? Provide solutions for the same. (5 Marks)
- d) What are the likely incentives that your organization are likely to offer to Fintech Kenya so as to improve delivery of services in the course of administration of the agreed contract? (5 Marks)

QUESTION TWO

Elcon Limited Company has recently discovered that the contract it entered with Vikas Limited Company has not adequately addressed its previous problems which were meant to be solved by Vikas Company. An audit by Elcon has revealed that essential factors for good contract management were not adhered to when entering into contract with Vikas. Using suitable example, discuss the various essentials factors for good contract management that are likely not to have been adhered by Elcon and Vikas when entering into agreement. (20 Marks)

QUESTION THREE

You have been invited as one of the speakers in the final fourth year seminar for purchasing and supplies majors. You have been requested in that seminar to present a talk on components of a good contract in contract management. Highlight the issues that will form the core of your presentation (20 Marks)

QUESTION FOUR

Maji Mazuri University has been found to be the leading university in Kenya in terms of failing to manage its contract successfully with its clients. Using your class knowledge on contract management, What do you think are the probable reasons for Maji Mazuri university to fail to manage contracts successfully? What solutions can you offer to Maji Mazuri so as they can improve managements of contracts successfully in future? (20 Marks)

QUESTION FIVE

Intelligent customer capability plays a key role in any contract management administration. Using, suitable examples, discuss the roles played by intelligent customer capability in any organization in relation to contract management

(20 Marks)

QUESTION SIX

Not all contracts in contract administration sail through easily. As part of contract administration there are various risk associated with contract administration. Using suitable examples, discuss the various risks that are likely to occur in any contract administration.

(20 Marks)