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**UNIVERSITY EXAMINATION 2016/2017**

**SCHOOL OF BUSINESS AND ECONOMICS**

**DEPARTMENT OF MANAGEMENT**

**BBM/BCOM/BMOA**

**VIRTUAL VARSITY**

**UNIT CODE: BBM4215 UNIT TITLE: NEGOTIATIONS IN PROCUREMENT**

**DATE: JULY 2017 SUPP/SPECIAL EXAM TIME**: **2 HOURS**

**INSTRUCTIONS:**

* **Answer question one (Compulsory) and any other two questions.**

**Question One (30 Marks)**

1. State the main purposes of a negotiating agenda. (6 Marks)

1. Identify the requirements for using objective criteria to obtain an ideal settlement. (6 Marks)
2. Under what circumstances would tactical approach to negotiation meeting. (6 Marks)
3. Why is it important for many organizations hold post negotiation meeting?

 (6 Marks)

1. Principled negotiation in some companies have not delivered expected results. Why is this so? (6 Marks)

**Question Two (20 Marks)**

1. Describe the various contractual content of negotiation. (10 Marks)
2. Contrast adversarial and collaborative negotiation. (10 Marks)

**Question Three (20 Marks)**

1. Explain the factors that may hinder negotiator from responding spontaneously. (10 Marks)
2. Explain the factors influencing negotiations and their outcomes. (10 Marks)

**Question Four (20 Marks)**

1. Describe the various Negotiation Styles. (10 Marks)
2. Why is it useful to debrief unsuccessful suppliers? (10 Marks)

**Question Five (20 Marks)**

1. Negotiation is now giving prominence in supplier management across many industries. Why is this so? (10 Marks)
2. What changes have been instituted by companies so as to move from a situational to a corporate approach of negotiation? (10 Marks)