

**W1-2-60-1-6**

**JOMO KENYATTA UNIVERSITY OF AGRICULTURE**

**AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS 2018/2019**

**FIRST YEAR SECOND SEMESTER EXAMINATION FOR THE DEGREE OF BACHELOR OF PROCUREMENT AND CONTRACT MANAGEMENT**

**HPS 2107: MANAGING PURCHASING AND SUPPLY RELATIONSHIPS**

**DATE: AUGUST 2019 TIME: 2 HOURS**

**INSTRUCTIONS: ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO**

**QUESTION ONE (30 MARKS)**

a) Define the following terms as used in relationship formation (4 marks)

i) Actions

ii) Episodes

iii) Sequences

iv) Partner base

b) Outline benefits of a positive supplier relationship management (6 marks)

c) Explain ways in which a buyer and supplier demonstrate mutual commitment (10 marks)

d) List stages in relationship life cycle (5 marks)

e) Give five reasons why it is important to resolve even minor contractual disputes (5 marks)

**QUESTION TWO (20 MARKS)**

a) Using Bensauns Model, discuss two buyer relationships giving their key characteristics (10 marks)

b) Explain five considerations in forming the right relationships in purchasing (10 marks)

**QUESTION THREE (20 MARKS**)

a) No relationship can or should last forever. As a Procurement Manager, discuss five

reasons that may prompt you to terminate your supplier relationship. (10 marks)

b) Discuss how relationship aspects and legal considerations affect the process of

terminating relationships (10 marks)

**QUESTION FOUR (20 MARKS)**

a) Discuss five main characteristics of partnership sourcing (10 marks)

b) Explain Ethical Issues in supplier relationship management (10 marks)

**QUESTION FIVE (20 MARKS)**

a) Using distinctive characteristics, differentiate between adversarial relationship and

long term relationships (10 marks)

b) Explain relationship challenges in global supply chain (10 marks)