



**REFORMED CHURCH UNIVERSITY**

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**FACULTY OF COMMERCE**

**BACHELOR OF COMMERCE HONOURS DEGREE IN  
LOGISTICS AND SUPPLY CHAIN MANAGEMENT**

**CONTRACT AND RELATIONSHIP MANAGEMENT**

**HLSM 239**

**PART 2 SEMESTER 2**

**TOTAL MARKS [100]**

**DATE: DECEMBER 2024**

**Time: 3 Hours**

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**INSTRUCTIONS**

1. This paper has *six (6)* questions
2. Answer question *one (1)* and *any* other *three (3)*
3. Each question carries *25 marks*
4. Start each question on a new page

1. Discuss the role of technology and tools in automating contract management tasks and improving efficiency in emerging markets. [25 marks]
  
2. Explain how technology can be used for contract drafting, negotiation, tracking, and dispute resolution in developing countries. [25 marks]
  
3. Analyse the benefits and challenges of implementing contract management software solutions in an organization of your choice. [25 marks]
  
4. Discuss the ethical considerations involved in contract negotiations, execution, and relationship management by logistics managers. [25 marks]
  
5. Explain the importance of fair dealing, transparency, and acting in good faith throughout the contract lifecycle. [25 marks]
  
6. Analyse the benefits of collaborative relationships on contract performance and long-term success. [25 marks]

**END OF PAPER**