



REFORMED CHURCH UNIVERSITY

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: JUNE 2024

Time: 3 Hours

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. Explain any 5 elements of a valid and enforceable contract. (25)

2. Discuss three types of contracts commonly used in business. (25)

3. Analyze the importance of contract negotiation and drafting in managing risks and protecting interests. (25)

4. Using relevant examples, explain the stages of contract formation, from initial negotiation to contract signing and performance. (25)

5. Discuss any 5 considerations during contract execution, paying much attention to risk management strategies, milestone tracking, and change order procedures. (25)

6. Using relevant examples, analyze the potential challenges and risks associated with contract execution and mitigation strategies for Contract Administration and Dispute Resolution. (25)

END OF PAPER

