



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 EXAMINATION

TOTAL MARKS [100]

DATE: DECEMBER 2022

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

Question 1

Examine any five (5) approaches to conflict resolution in commercial transactions. (25)

Question 2

Using any institution of your own choice evaluate how STEEPLE analysis can help in planning its strategic positioning. (25)

Question 3

Discuss how an institution can manage its new supplies. (25)

Question 4

Explain any five (5) types of commercial relationship that can be adopted in contract and relationship management. (25)

Question 5

Evaluate the following Strategic supply chain relationships:

- (a). collaboration (8)
- (b). mergers (8)
- (c). PPPs (9)

Question 6

Using examples examine any 5 essential elements of a binding commercial agreement. (25)

End of Paper