

**W1/ZU/7/EXM/6**

**UNIVERSITY EXAMINATION 2016/2017**

**EXAMINATION FOR THE BACHELOR OF PURCHASING AND SUPPLIES MANAGEMENT**

**BPS 2201: PROCUREMENT AND SUPPLY RELATIONSHIPS**

**DATE: DEC 2016 TIME: 2 HOURS**

**INSTRUCTIONS: Answer question ONE [Compulsory] and any other TWO questions.**

**QUESTION ONE**

1a) i) Define the term supplier relationship management 4mks

ii) Explain any three objectives of supplier relationship management in an organization 6mks

b) i) Explain five differences between the quality assurance and total quality 5mks

ii) Discuss any three emerging issues and trends in supplier relationships management 6mks

c) Name and explain the three factors of consideration and risk in supply chain management 9mks

**QUESTION TWO**

2 a) Discuss the Michael porter’s theory of competitive advantage as one of the competitive forces on the supply chain relationship 10mks

b) Discuss any five techniques of supplier relationships management 10mks

**QUESTION THREE**

3 b) Analyze and discuss the sources of added value that can be achieved through supply chain relationships 10mks

c) Name and discuss the three types of supplier relationship in an organization 10mks

**QUESTION FOUR**

4 Discuss the following three models representing the options available to firms as they determine appropriate ways to initiate and manage supplier relationships.

1. Partnership Model. 7mks
2. Operational complexity model 7mks
3. Supplier Portfolio Management model 6mks