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KIBABII UNIVERSITY



UNIVERSITY EXAMINATIONS

**2019/2020 ACADEMIC YEAR
FOURTH YEAR FIRST SEMESTER
SPECIAL/SUPPLEMENTARY EXAMINATION**

**FOR THE DEGREE OF BACHELOR OF COMMERCE
COURSE CODE: BCP 411
COURSE TITLE: MANAGING SUPPLY CHAIN
RELATIONSHIP**

DATE: 12/02/2021

TIME: 8.00AM-10.00AM

INSTRUCTION TO CANDIDATES

- 1) The paper contains **FIVE** questions
- 2) Attempt **THREE** questions
- 3) Question **ONE** is Compulsory

TIME: 2 Hours

KIBU observes ZERO tolerance to examination cheating

QUESTION ONE

- a) Describe criteria that clients may use to monitor and measure the performance of their suppliers (16 marks)
- b) Discuss the challenges of supplier relationship in supply chain management. (8 marks)
- c) Discuss how supplier relationship is important in management of supply chain relationship (6marks)

QUESTION TWO

- a) Why is early supplier involvement a good way to integrate in the managing of supply chain relationship (10 marks)
- a) Discuss the drivers of supplier involvement (10 marks)

QUESTION THREE

- a) Suppliers are very important to any organization and its important to appraise suppliers discuss what should be appraised (14 marks)
- b) Discuss methods used for appraisal of suppliers (6marks)

QUESTION FOUR

- a) Explain 'supplier development', giving appropriate example (5marks)
- b) Discuss the impact of e-purchasing on supply relationships (15 marks)