

KIBABII UNIVERSITY



UNIVERSITY EXAMINATIONS
SPECIAL/SUPPLEMENTARY EXAMS
2017/2018 ACADEMIC YEAR
FOURTH YEAR FIRST SEMESTER
FOR THE DEGREE OF BACHELOR OF
COMMERCE

COURSE CODE: BCP 411

UNIT TITLE: MANAGING SUPPLY CHAIN RELATIONSHIPS

DATE: 16/10/2018

TIME: 8.00AM – 10.00AM

INSTRUCTIONS TO CANDIDATES

Answer Question ONE (compulsory) and ANY OTHER TWO questions

Question1 (compulsory)

(i) Explain how buyer and supplier power is exercised in relationships.

(10 marks)

(ii) Describe the link between relationships process and added value outcomes. (10 marks)

(iii) Show how supply chain management can add value through quality improvement (10mks)

Q2. (i) Describe ABC analysis as a tool for supplier positioning. (10 marks).

(ii) Explain the basis of SWOT analysis in supply chain relationships. (10 marks).

Q3. (i) Explain benefits of positive relationships management.(10 marks)

(ii) Examine why organization should engage in developing in Supply Chain relationships (10marks).

Q4. (i) Describe the concept of early supplier's involvement in development of new Product specification (10 marks)

(ii) Examine the factors considered under supplier appraisal (10 marks).

Q5. (i)Using a diagram explain the relationships life cycle (10 marks).

(ii) Discuss briefly various supply risk factors that affect relationships function.
(10 marks)