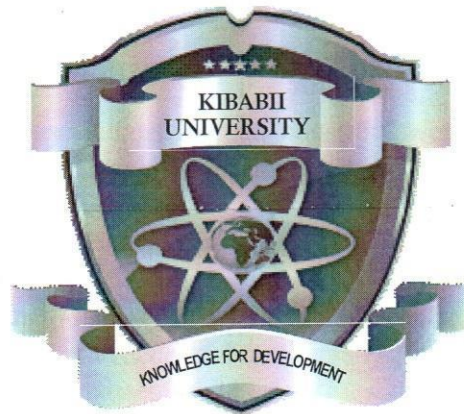


KIBABII UNIVERSITY



UNIVERSITY EXAMINATIONS

**2021/2022 ACADEMIC YEAR
THIRD YEAR FIRST SEMESTER
SPECIAL/SUPPLEMENTARY EXAMINATION**

**FOR THE DEGREE OF BACHELOR OF COMMERCE
COURSE CODE: BCP 345E
COURSE TITLE: CONTRACT DEVELOPMENT IN
PURCHASING AND SUPPLIES**

DATE: 14/11/2022 TIME: 11.00AM – 1.00PM

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

CASE STUDY- COMPULSORY.

KWA construction Ltd specializes in road construct works. The company won a Government contract through open tender that involved prequalification process. The prequalification were invited through newspaper advertisement, tender was closed and opened on the same day. A tender evaluation committee submitted its report to the head of supply chain for his further necessary action. Thereafter, KWA were invited to buy the bidding documents. After evaluation process, they received a letter informing them that they were successful and were required to tender a performance bond before signing a contract. Required-

- i) Explain what you understand by term works (5 Marks)
- ii) Justify the prequalification in the tendering process (10 marks)
- iii) Discuss the concept of contract management (10 marks)
- iv) Explain the requirement of a performance bond in contracts (5 Marks)

QUESTION TWO

- i) Explore the concept of value for money (10 marks)
- ii) Examine the genesis of disputes in a contract (10 Marks)

QUESTION THREE

- i) Contracts development for a complex project is hinged on some objectives. Discuss (10 Marks)
- ii) Access the factors considered at the preliminary stage in evaluation (10 marks)

QUESTION FOUR.

- i) Select one contacting option you are familiar with and explain its relevance in contracting where the government is facing financial shortfalls (10 marks)
- ii) Discuss the circumstances when a contract can be extended (10 marks)

QUESTION FIVE.

- i) Explore the concept of adversarial relationships in contracting (10 marks)
- ii) Explain the relationship lifecycle concept (10 Marks)