

809737



DCLS504

Reg. No.

--	--	--	--	--	--	--	--	--	--

V Semester B.Com.(LSCM) Degree Examination, December/January - 2025/26
COMMERCE

Managing Procurement Contracts and Relationships
(NEP Scheme F+R)

Paper : 5.4

Maximum Marks : 60

Time : 2 ½ Hours

Instructions to Candidates:

Answer in English only

SECTION - A

Answer any Five of the following sub questions. Each sub question carries Two Marks.
(5×2=10)

1. a) Define supplier relationship management?
- b) Give the meaning of vertical relationship in supply chain.
- c) What do you mean by express contract?
- d) Give the meaning of conflict resolution?
- e) What is meant by relationship spectrum?
- f) Give the meaning of economic risk.
- g) What do you mean by contractual risk?



SECTION - B

Answer any Four of the following questions. Each question carries Five Marks.
(4×5=20)

2. Briefly explain the relationship life cycle in supply chain.
3. Explain briefly the types of contractual risks?

[P.T.O.]





4. Explain the responsibilities of contract Manager. Briefly.
5. Write the comparison between contract Management (CM) and supply chain relationship management.
6. Explain the classification of competitive forces on relationships.

SECTION - C

Answer any Two of the following questions. Each question carries Twelve marks.
(2×12=24)

7. Explain the impact of 'Steeple' factors on Supply Chain Management.
8. Describe the techniques for supplier relationship Management.
9. Explain the remedies for breach of contract.

SECTION - D

Answer any one of the following question, which carries Six marks. **(1×6=6)**

10. List out the various means and mechanisms for settling contractual disputes.
 11. Chart the framework for ethical behaviour in procurement.
-