



DCLS504

Reg. No.

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V Semester B.Com. LSCM Degree Examination, March/April - 2024

**COMMERCE**

**Managing Procurement contracts and Relationships**

**(NEP Scheme Semester Freshers)**

**Paper : 5.4**

**Time : 2½ Hours**

**Maximum Marks : 60**

**Instructions to Candidates:**

**Answer should be written completely in English.**

**SECTION - A**

**Answer any Five of the following questions. Each question carries 2 marks.**

**(5×2=10)**

1. a) Give the meaning of vertical Relationship in Supply chain.
- b) What do you mean by Relationship spectrum?
- c) What do you mean by express contract?
- d) List out any 4 elements of a legally binding agreement.
- e) What do you mean by contract management?
- f) Give the meaning of economic Risk.
- g) Define supplier Relationship management.



**SECTION - B**

**Answer any Four of the following questions. Each question carries 5 marks**

**(4×5=20)**

2. Briefly explain the relationship life cycle in supply chain.
3. Explain the classification of competitive forces on Relationships.
4. Briefly Explain the types of contract
5. Explain the Responsibilities of contract manager
6. Briefly explain the types of contractual Risks.

**[P.T.O.]**

**SECTION - C**

**Answer any Two of the following questions. Each question carries 12 marks.**

**(2×12=24)**

7. Explain the Remedies for breach of contract.
8. Explain the steps in Implementation of Demand management.
9. Discuss the techniques for supplier Relationship management.

**SECTION - D**

**Answer any One of the following questions. The question carries 6 marks. (1×6=6)**

10. List out the various means and mechanism for settling contractual disputes.
  11. Discuss the role of self - certified vendors.
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