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DCLS504

Reg. No.

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V Semester B.Com./L.S.C.M Degree Examination, January/February - 2025

COMMERCE

Managing Procurement Contracts and Relationships

(NEP Scheme 2023-24 onwards F+R)

Time : 2½ Hours

Maximum Marks : 60

Instructions to Candidates:

Answer all the Sections in English only.



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 is meant by relationship spectrum?
c) What is meant by express contract?
d) Give the meaning of economic risk?
e) What is meant by contractual risk?
f) Give the meaning of hybrid relationship?
g) What is conflict resolution?

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. Briefly explain the types of contractual risks?
4. Explain the classification of competitive forces on relationships.
5. Explain the responsibilities of contract manager, Briefly.
6. Write the comparison between contract management and supply chain relationship management?

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SECTION - C

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

(2×12=24)

7. Explain the impact of 'Steeple' factors on supply chain management.
8. Explain the techniques for supplier relationship management.
9. Explain the remedies for breach of contract?

SECTION - D

Answer any ONE of the following questions. Each question carries 6 marks.

(1×6=6)

10. Discuss the role of self-certified vendors.
 11. Discuss the location strategy in warehouse selection.
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