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**VI Semester B.C.L.S. Examination, Sept./Oct. 2022  
(CBCS Scheme)  
COMMERCE**

**Contract and Business Negotiations for Purchasing and Supply**

Time : 3 Hours

Max. Marks : 70

**Instruction** : Answer should be written in **English** only.

**SECTION – A**

Answer **any five** sub-questions from the following. **Each** correct answer carries **2 marks** : **(5×2=10)**

- 1. a) Define supply of goods.
- b) What is contract ?
- c) Give the meaning of consideration.
- d) What is Klin-Klin approach ?
- e) What is break-even point ?
- f) What is activity based costing ?
- g) Give the meaning of commercial negotiation.

**SECTION – B**

Answer **any three** questions from the following. **Each** correct answer carries **6 marks** : **(3×6=18)**

- 2. Write a note on Key Performance Indicators (KPI).
- 3. What is offer ? Explain the different types of offers.
- 4. Explain the role of Time Management in Commercial Negotiations.
- 5. Explain the various stages of Commercial Negotiations.
- 6. What is cost ? Explain the different types of costing.

P.T.O.



## SECTION – C

Answer **any three** questions from the following. **Each** correct answer carries

**14 marks :**

**(3×14=42)**

7. Explain the influencing factors of behaviour and culture on commercial negotiations.
8. What is valid contract ? Explain the essentials of valid contract.
9. Explain the approaches for commercial negotiations.
10. Explain in detail the influence of macro economic factors on commercial negotiations.
11. Write a note on Vienna Convention on the international sale of goods.