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VI Semester B.C.L.S. Examination, September/October 2022

(CBCS)

COMMERCE

Managing Procurement Contracts and Relationship

Time : 3 Hours

Max. Marks : 70

Instruction : Answers to be written **only in English.**

SECTION – A

Answer **any five** questions. **Each** question carries **two** marks. **(5×2=10)**

1. a) What is relationship spectrum ?
- b) Give the meaning of breach of contract.
- c) Mention any two responsibilities of a contract manager.
- d) State the meaning of ADR.
- e) What do you mean by Contract Management ?
- f) What is negotiated settlement ?
- g) List any four elements of legally binding agreement.

SECTION – B

Answer **any three** of the following questions. **Each** question carries **six** marks. **(3×6=18)**

2. Briefly explain relationship life cycle.
3. Discuss implied and express terms that affect the performance of contract.
4. What are the resources required for contract management ? Explain.
5. Differentiate between contract management and supplier relationship management.
6. Analyse the procedure for termination of contract.

P.T.O.



SECTION – C

Answer **any three** of the following questions. **Each** question carries **14** marks. **(3×14=42)**

7. Elaborate responsibilities of contract manager.
8. Give an analytical note on assessment of damages.
9. Explain the different approaches to conflict resolution.
10. Briefly explain various techniques for supplier relationship improvement.
11. Enumerate the types of contractual risk.