



V Semester B.Com. (LSCM) Examination, February/March 2024
(NEP Scheme) (Freshers)
COMMERCE

Paper – 5.3 : Managing Procurement Contract and Relationship

Time : 2½ Hours

Max. Marks : 60

Instruction : Answers should be written in English.

SECTION – A

1. Answer any five. Each carries two marks. (5×2=10)
- a) Define employment contract.
 - b) What is threat of entry ?
 - c) Define performance contract.
 - d) Give the meaning of termination in a contract.
 - e) State any two objectives of contract management.
 - f) What is fixed price contract ?
 - g) Give the meaning of lease back.

SECTION – B

Answer any three of the following. Each carries four marks. (3×4=12)

- 2. What is an offer ? State the classification of offer.
- 3. Write a note on hire purchase agreement.
- 4. What is service contract ? State the features of service contract.
- 5. State the role of an contract manager.
- 6. Explain briefly the approaches of supplier development.

P.T.O.



SECTION – C

Answer **any three** questions. **Each** carries **ten** marks.

(3×10=30)

7. Explain the advantages and disadvantages of contract management.
8. Explain in detail the types of agreement.
9. Briefly explain essential element of valid contract.
10. Explain the life cycle of relationships suppliers.
11. What is breach of contract ? Explain the remedies.

SECTION – D

Answer **any one** of the following, question carries **8** marks.

(1×8=8)

12. Write a note on :
 - a) Vital term
 - b) Non-vital term.
 13. Explain briefly the techniques for relationship improvement.
-