

MAIN
THE COOPERATIVE UNIVERSITY OF KENYA
END OF SEMESTER EXAMINATION 2021/22
EXAMINATION FOR THE DEGREE IN BACHELOR OF PURCHASING AND
SUPPLIES MANAGEMENT
(YEAR 3 SEMESTER 2)
UNIT CODE: BPSM 3217
UNIT TITLE: CONTRACT MANAGEMENT

MAY 2022

TIME: 2 HOURS

INSTRUCTIONS

Answer Question ONE (compulsory) and any other TWO questions

- 1 a)** Describe the concept of contract management (5 marks)
 - b) Highlight and explain the essentials of a valid contract (10 marks)
 - c) Discuss five benefits of contract management (15 marks)

- 2 a)** Briefly discuss the various categories of contract that a firm engage (10 marks).
 - b) Describe the phases of contract management (10marks).

- 3. a)** In a purchase contract management, explain the parties involved in the contract and their responsibilities (10 marks).
 - b) Explain five criteria used in selecting a supplier to engage in a contract (10 marks)

- 4. a)** Discuss the various remedies available in case of a breach of a contract (10 marks).
 - b) In details, explain the source selection process (10 marks).

- 5.** Discuss the following terms as used in contract management citing examples;
 - i) Privy to a contract (5 marks).
 - ii) Concept of agency (5 marks).
 - iii) Legally enforceable contract (5 marks).
 - iv) Uncertainty and risk in contract pricing (5 marks).