

**(BSS 421: SUPPLY CHAIN DYNAMICS, AGILITY AND RELATIONSHIP MANAGEMENT)
WEEK-13: CONTINUOUS ASSESSMENT TWO**

Time allowed: 3hours

Instructions: Answer ALL questions. Marks allocated to each question are shown at the end of the question. Do not write anything on this.

SECTION A

QUESTION ONE

INSTRUCTIONS: The paper consists of FIVE questions. You are required to answer **all the questions**. All questions carry 20 marks **EACH**

SECTION A

QUESTION ONE

- a. With examples discuss the characteristics of strategic critical supplies found in a company that manufactures cooking oil 4mks)
- b. Evaluate the impact of any three emerging technologies that are impacting on supply chains (4mks)
- c. Discuss Three quality expectations you would have when you go to procure services in a hotel. (4mks)
- d. Explain Three tactical behaviour that would be exhibited by a seller in an adversarial relationship with a buyer (4mks)
- e. Discuss Three precautions that a buyer should consider before awarding a contract on outsourced basis 4mks)

SECTION B

QUESTION TWO

- a. Evaluate the challenges that buyers encounter when acquiring supplies for the purpose of smooth running of business operations. (10mk)

- b. Business organizations have configured and reconfigured their systems post covid era. As a professional evaluate the likely enablers/capabilities of agility that have helped businesses adjust. (10mks)

QUESTION THREE

- a. Partnerships relationship must be as a result of careful thought process by both the buyer and supplier. Discuss characteristics that are responsible for this. (10mks)
- b. Discuss the characteristics that would make a buyer know that the supplier is core to their business. (10mks)

QUESTION FOUR

- a. Analyse FIVE ways in which a buyer exerts power in a multi-tiered relationship (10mks)
- b. Explain FIVE ways that E-procurement can be used to manage buyer supplier relationships. (10mks)

QUESTION FIVE

- a. Propose FIVE consequences of Bullwhip effect in supply chains of fast-moving consumer goods (10marks)
- b. Though Business Process Reengineering is a rare occurrence, most business globally have had to carry it out over the last two years. Discuss why this has to be done. (10mks)