



THE CO-OPERATIVE UNIVERSITY OF KENYA
END OF SEMESTER EXAMINATION DECEMBER -2023

**EXAMINATION FOR THE DEGREE OF BACHELOR OF PURCHASING AND
SUPPLIES MANAGEMENT
(YR IV SEM I)**

UNIT CODE: BPSM 4102
UNIT TITLE: CONTRACT MANAGEMENT

DATE: FRIDAY, 22ND DECEMBER, 2023
TIME: 8:30 AM – 10:30 AM

INSTRUCTIONS:

- Answer question ONE (compulsory) and any other TWO questions

QUESTION ONE

- (a) Describe any FIVE types of contracts (10 marks)
- (b) Explain the essentials of a valid contract (10 marks)
- (c) Discuss any FIVE benefits of contract management (10 marks)

QUESTION TWO

- (a) Explain any FIVE activities that are involved in contract administration (10 marks).
- (b) Describe the phases of contract management (10marks).

QUESTION THREE

- (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)

QUESTION FOUR

- (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).

QUESTION FIVE

Discuss the following terms as used in contract management citing examples;

- (a) Privy to a contract (5 marks).
- (b) Concept of agency (5 marks).
- (c) Legally enforceable contract (5 marks).
- (d) Uncertainty and risk in contract pricing (5 marks).