

Name:	 UPES UNIVERSITY WITH A PURPOSE
Enrolment No:	

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

Online End Semester Examination, December 2020

Course: Contract Management (Elective)	Semester: III
Program: B.B.A. LL.B (CL/BFIL/ITIL) / B.COM. LL.B TL	Time 03 hrs.
Course Code: CLNL 4003P	Max. Marks: 100

SECTION A

- 1. Each Question will carry 5 Marks**
- 2. Instruction: Complete the statement / Select the correct answer(s)**

S. No.	Question	CO
Q 1	How bid evaluation includes the opening and examining of the bids to identify the preferred supplier(s) for the project?	CO1
Q2	What role do the terms and conditions play in a contract? Why are these necessary? Explain the five important ones.	CO1
Q3	Why contract management is essentially synonymous with relationship management?	CO3
Q4	Integrity in business is a more complex topic than it might at first appear. Integrity could be summed as a list of “Don’ts” such as: don’t lie, don’t mislead, don’t conceal, don’t steal, and don’t break professional ethics codes, and so on. Discuss in detail about importance of integrity in contract management.	CO2
Q5	During the execution of a project, several issues arise that cannot be resolved among project participants. Such issues typically involve contractor requesting for either time extension or reimbursement of an additional cost, or sometimes both. Such requests by the contractor are referred to as “claim”. Critically examine the causes of claim.	CO1
Q6	When a contract is breached, a series of remedies may become available, depending on the seriousness of the breach of contract. Explain in detail about the remedies available for breach of contract.	CO4

SECTION B

- 1. Each question will carry 10 marks**
- 2. Instruction: Write short / brief notes**

Q 7	Contract play a significant role in the end-of-quarter crunch, and are broken up into stages to organize efforts and structure the typical contract process. The process includes several steps	CO2
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	from creation to execution of contract. Discuss in detail the process/stages of contract management.	
Q 8	There is a vital difference between termination, dismissal and discharge? Explain any five.	CO1
Q 9	Tendering is the process of choosing the best or cheapest company to supply goods or do a job by asking several companies to make offers for supplying the goods or doing the work. Explain the process of tendering.	CO2
Q 10	What is legally enforceable acceptance? What is the importance of consideration in contracts? What are additional elements of a valid contract?	CO1
Q 11	Contract Administrators develop, negotiate and evaluate company contracts on behalf of an organization. With consideration of importance of their role in organization also explain the role and responsibility of contract administrator. OR Contract is believe to be much more than a formality. It is a living document that drives value, with the potential to cause loss at any stage in its life. So generally companies appoint a contract management consultant. How this consultancy services can help them to analyze, enhance and manages contracts throughout its lifecycle.	CO3
Section C		
<p>1. Each Question carries 20 Marks.</p> <p>2. Instruction: Write long answer.</p>		
Q12	In today's globalized economy, Due Diligence plays a critical role in making a success of a prospective <u>business</u> transaction, whether it is a merger, a contract with a new supplier or establishing a partnership with another company. What is the sole purpose of the due diligence and also explain the types of due diligence OR A contract will end when the work is complete and contractor been paid. But not every contract ends as planned. Explain this statement in detail with suitable example of methods of ending contract.	CO4

