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Total Number of Pages: 02

Course: MBA
Sub_Code: 18MBA402D

4th Semester Regular/Back Examination: 2024-25
SUBJECT: Sourcing Management
BRANCH(S): BA, FM, FM&HRM, GM, HRM, IB, MBA, MM
Time: 3 Hours
Max Marks: 100
Q.Code: S159

Answer Question No.1 (Part-I) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

- Q1** Answer the following questions: (2 x 10)
- a) What is unsystematic risk in risk management?
 - b) What do you mean by Supplier Score card?
 - c) What do you mean by sourcing Risk?
 - d) What do you mean by Routine Vendor?
 - e) Explain the concept of milk run.
 - f) Give an example of single price break model in quantity discount model.
 - g) What are the challenges of global sourcing?
 - h) What are the three main skills required for successful global sourcing?
 - i) What do you mean by win-win negotiation.
 - j) Explain the term Triangle Talk.

Part-II

- Q2** Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)
- a) Explain how and when the negotiator can effectively use e negotiation technique.
 - b) Discuss the concept of BATNA and explain how a negotiator can effectively use it to plan a negotiation.
 - c) Why does consultant typically want to avoid including detailed outcomes in their contracts? Is this ethical.
 - d) Why India is emerging as an outsourcing hub? Explain how it is a win-win situation to both outsourcing and outsourced parties.
 - e) What is outsourcing? Explain how it helps in growth and completeness in business.
 - f) Explain the role of E-sourcing in modern era.
 - g) How to managing risk in international business?
 - h) Explain the methods of vendor rating.
 - i) Write short notes on green sourcing.
 - j) What are the factors affecting supply management's role in managing supplier quality?
 - k) Why does the learning curve apply mainly to direct rather than indirect labor?
 - l) Explain benefits of long-term contract.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

(16 x 2)

- Q3** Why do organizations commit the resources and time to evaluate suppliers before making a supplier selection decision? **(16)**
- Q4** Discuss in detail vendor selection process with suitable example. **(16)**
- Q5** Briefly explain reasons and roadblocks in outsourcing. **(16)**
- Q6** a) Discuss the different types of supplier development and support that a firm can offer. Which are the most common? Why? **(8 x 2)**
- b) What are the most important reasons for pursuing worldwide sourcing today?