

School of Business

MBA
ETE - Jun 2024

Time : 3 Hours

Marks :100

Sem IV - MBOP6013 - Sourcing Management

*Your answer should be specific to the question asked
Draw neat labeled diagrams wherever necessary*

1. Illustrate Captive service sourcing with example K2 CO1 (4)
2. Illustrate negotiation mix K2 CO2 (4)
3. Examine the benefit of case based reasoning method of supplier selection K4 CO3 (4)
4. List any four modes of payment in international sourcing K4 CO4 (4)
5. Analyze the importance of Request For Tender (RFT) in project procurement. K4 CO5 (4)
6. Analyze the various driving factors for International sourcing K4 CO1(10)
7. Examine the various steps involved in BATNA and its importance in negotiation K4 CO2(10)
8. Assess the relevance of green sourcing practices in the context of textile and clothing industry. K5 CO5(12)

9. Ranga Ramaresh is the operations manager for a firm that is trying to decide which one of four supplier it should research for possible sourcing of raw material. The first step is to select a supplier is based on cultural risk factors, which are critical to eventual business success. Ranga has reviewed the supplier directories and found that the four suppliers in the table below that follows the desired selection criteria. To aid in the selection step, he has enlisted the aid of a cultural expert, John Wang, who has provided ratings of the various criteria in the table. The resulting ratings are on a 1 to 10 scale, where 1 is a low risk and 10 is a high risk. John has also determined six criteria weightings: Trust, with a weight of 0.4; Quality, with 0.2; Religious, with 0.1; Individualism, with 0.1; Time, with 0.1; and Uncertainty, with 0.1. K5 CO3(16)

Using an appropriate supplier selection method, which supplier should Ranga select? You are also required to conclude how this method benefit to Ranga for selecting an appropriate supplier?

Culture Selection Criterion	Supplier A	Supplier B	Supplier C	Supplier D
Trust	1	2	2	1
Quality	7	10	9	10
Religious attitude	3	3	3	5
Individualism attitude	5	2	4	8
Time orientation	4	6	7	3
Uncertainty Avoidance	3	2	4	2

10. Payments for procurements in European Union is frequently conducted on open account, although sometimes the delay and expense associated with international cheque payments make it preferable to use telegraphic transfers, mail transfers, banker's drafts or international money orders to settle the account. Evaluate the various modes of payments in International Procurement in the above context K5 CO4(16)
11. Buying merchandise for resale, while having much in common with other types of buying, also has some major differences. Buyers in other sectors of the economy can learn much from studying some of the good practices found in the retail sector. Buyers in major retail organizations such as Marks & Spencer or Tesco are likely to be far more involved with their supply chains and customers than in other sectors of the economy. Compare retail procurement with conventional procurement and also mention the differences between retail procurement and conventional procurement? K6 CO5(16)