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Total Number of Pages: 02

Course: MBA
Sub_Code: 18MBA402D

4th Semester Regular/Back Examination: 2023-24
SUBJECT: Sourcing Management
BRANCH(S): BA, FM, FM&HRM, GM, HRM, MBA, MM,
Time: 3 Hour
Max Marks: 100
Q.Code: P211

Answer Question No.1 (Part-1) 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)**
- What type of risks taken by purchase manager?
 - Who is responsible for vendor management?
 - Explain the term odd and prestige pricing.
 - Explain the term sealed bid pricing and negotiated pricing.
 - Explain the term ESPD and SLA in tendering.
 - What is the e – procurement tools?
 - Write disadvantages of out sourcing.
 - What does a 100% learning curve mean?
 - Explain different types of learning curve.
 - What do you mean by total cost of ownership?

Part-II

- Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)**
- Write the difference between sourcing and procurement.
 - Write the steps to evaluate supplier's efficiency.
 - Explain vendor management with advantages.
 - What type of challenges faced in vendor management?
 - Write the barriers to negotiation. Explain.
 - Briefly explain different types of sourcing method.
 - What do you mean by global sourcing? Explain benefits of global sourcing.
 - Explain the concept of green sourcing and also explain its uses.
 - Explain the purpose of quantity discount analysis?
 - Briefly explain risk management Process.
 - What are the reasons to manage vendor performance?
 - Why must organizations develop suppliers? Is supplier development a long term trend or just a fad? Explain.

Part-III

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

- Q3** Explain about vendor rating in detail with giving suitable example. (16)
- Q4** What are the steps involved in tender process. Explain. (16)
- Q5** Explain analytical tools for sourcing and explain advantages of analytical tools used in sourcing. (16)
- Q6** a) Discuss the process of negotiation. (8x2)
b) What do you mean by negotiation? Explain nature and characteristics' of negotiation by giving examples.