Sub Code:MAMIB06

Paper Id: 910080 Roll No:

MAM

(SEM-IX) THEORY EXAMINATION 2019-20

GLOBAL SOURCING AND BUSINESS DEVELOPMENT

Time: 3 Hours ***Total Marks: 100***

Note: Attempt all Sections. If require any missing data; then choose suitably.

SECTION A

1. Attempt *all* questions in brief. 2 x 10 = 20

a.	What is global sourcing?
b.	Define controlling.
c.	What is country assessment?
d.	Define positioning.
e.	What is international procurement?
f.	Define operational procurement.
g.	What is international business?
h.	Define shareholders.
i.	What is debtor risk assessment?
j.	What is business?

SECTION B

2. Attempt any *three* of the following: 10x3=30

a.	Explain the difference between global sourcing and other sourcing strategies.
b.	Discuss the important criteria when selecting country for international procurement.
c.	How to balance local and global sourcing for maximum profit.
d.	Illustrate the legal aspects of global sourcing.
e.	Interpret the profitable growth and increasing the shareholder value through global sourcing.

SECTION C

3. Attempt any *one* part of the following: 10x1=10

a.	Explain the opportunities and challenges in global sourcing.
b.	Discuss the general conditions required for efficient global sourcing.

4. Attempt any *one* part of the following: 10x1=10

a.	Describe the significant tools for country assessment.
b.	Interpret the sourcing market of China and India in detail

5. Attempt any *one* part of the following: 10x1=10

a.	How your purchasing department can improve your business? Explain.
b.	What factors should be considered when making sourcing decisions? Explain.

6. Attempt any *one* part of the following: 10x1=10

a.	Discuss the basic elements of global sourcing contract.
b.	Interpret the significance of global sourcing of the UN convention on contracts for the international sale of goods.

7. Attempt any *one* part of the following: 10x1=10

a.	How global sourcing work as a growth booster? Explain.
b.	Describe the global sourcing as a value enhancement instrument for private equity houses.

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