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**NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, NIET BUSINESS SCHOOL,
GREATER NOIDA**

(An Autonomous Institute Affiliated to AKTU, Lucknow)

PGDM (Global)

TRIMESTER: V - THEORY EXAMINATION (2024-2025)

Subject: Vendor Management

Time: 2.5 Hours

Max. Marks: 60

General Instructions:

IMP: Verify that you have received the question paper with the correct course, code, branch etc.

1. This Question paper comprises of three Sections -A, B, & C. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.

2. Maximum marks for each question are indicated on right -hand side of each question.

3. Illustrate your answers with neat sketches wherever necessary.

4. Assume suitable data if necessary.

5. Preferably, write the answers in sequential order.

6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

SECTION-A

15

1. Attempt all parts:-

- | | | |
|------|--|---|
| 1-a. | Vendor evaluation focuses on. (CO1,K1) | 1 |
| | (a) Selecting the lowest bidder only | |
| | (b) Assessing vendor quality, delivery, and cost | |
| | (c) Managing customer complaints | |
| | (d) Increasing company profits | |
| 1-b. | Mention the benefit that electronic fund transfer (EFT) provide.(CO2,K2) | 1 |
| | (a) Fast and secure payments | |
| | (b) Increasing paperwork errors | |
| | (c) Delayed vendor reconciliation | |
| | (d) Fixed cash payments only | |
| 1-c. | Select among the following which is NOT a type of sourcing method.(CO3,K2) | 1 |
| | (a) Direct sourcing | |
| | (b) Global sourcing | |
| | (c) Indirect sourcing | |
| | (d) Irregular sourcing | |
| 1-d. | An important consideration in global purchasing is(CO4,K1) | 1 |
| | (a) The language of the buyer | |
| | (b) The supplier's location and its impact on shipping and customs | |

- (c) Limiting suppliers to one country only
- (d) Ignoring international regulations
- 1-e. A legal issue that can arise in international procurement is (CO5,K1) 1
 - (a) Variations in local tastes and preferences
 - (b) Disputes related to contract terms across different jurisdictions
 - (c) Differences in shipping costs
 - (d) Political instability

2. Attempt all parts:-

- 2.a. Explain inbound supply chain management.(CO1,K2) 2
- 2.b. State any 2 material management objectives.(CO2,K1) 2
- 2.c. Discuss the importance of budgeting in procurement.(CO3,K2) 2
- 2.d. Analyse how Global Tenders can benefit an FMCG brand like a shampoo company.(CO4,K4) 2
- 2.e. Define the term "Green Purchasing".(CO1,K1) 2

SECTION-B

15

3. Answer any three of the following:-

- 3-a. Explain any 5 differences Between Vendor rationalisation and Vendor Optimisation.(CO1,K2) 5
- 3-b. Examine the competitor based pricing techniques of pricing analysis in supply chain management.(CO2,K4) 5
- 3.c. Discuss about purchasing policies and its objectives.(CO3,K2) 5
- 3.d. Describe how e-procurement works and explain its advantages.(CO4,K2) 5
- 3.e. Outline the term "GATT" (General Agreement on Tariffs and Trade) and its objectives.(CO5,K4) 5

SECTION-C

30

4. Answer any one of the following:-

- 4-a. Explain SME and strategies to promote and support SME(Small and medium enterprises) suppliers.(CO1,K2) 6
- 4-b. A shipping and logistics company-FedEx is operates on a global scale and hence have issues managing vendor relationships effectively. Suggest vendor management strategies to help the company overcome the challenges.(CO1,K5) 6

5. Answer any one of the following:-

- 5-a. Explain Sensitivity Analysis technique of conducting cost analysis in supply chain management along with an example.(CO2,K2) 6
- 5-b. A car manufacturer-Hyundai sources components from multiple international suppliers.Analyse the ways in which the company can manage inward logistics.(CO2,K4) 6

6. Answer any one of the following:-

- 6-a. Shivani wants to start her own bakery shop. She is confused about purchasing the raw materials(e.g-bread, cream,chocolate syrup)to start her bakery shop.Explain the 8 R's of purchasing to help Shivani take the purchasing decision.(CO3,K2) 6
- 6-b. Oreo biscuit company gets a government notice that its purchasing policy is not ethical. Analyse how can Oreo follow ethical purchasing policy.(CO3,K2) 6
7. Answer any one of the following:-
- 7-a. Describe the fundamental steps involved in the buying process and explain the importance of each step.(CO4,K2) 6
- 7-b. A new coffee startup company-FirstCoffee wants to expand globally. Determine how Global tenders will enhance competition in procurement of coffee beans and other raw materials required for the company to expand its operations globally.(CO4,K5) 6
8. Answer any one of the following:-
- 8-a. Myntra an e-commerce company is using Non-Sustainable Packaging & creating a lot of Plastic Waste.Discuss how can the company follow Industry Best Practices for Sustainable Global Procurement.(CO5,K2) 6
- 8-b. Nestlé Company is facing criticism for its unsustainable global procurement practices, particularly in palm oil, cocoa, and water usage while producing FMCG goods. Explain how can Nestlé implement strong sustainability initiatives to align with industry best practices.(CO5,K2) 6

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