

M.A. IN FASHION RETAIL MANAGEMENT

Term-End Examination

December, 2013

MFM-040 : GLOBAL SOURCING

Time : 3 hours

Maximum Marks : 100

Note : Attempt any five questions.

1. Explain in detail the three relevant procurement strategies. 20
2. Compare and contrast the advantages and disadvantages of global sourcing of fabric vis-a-vis domestic sourcing. 20
3. Explain the relationship between negotiation styles Vs strategies and buyer-seller relationships. 20
4. As a merchandiser working for an export house, what are some of the steps you can take to shorten the timeline of an order involving imported fabric ? 20
5. What are the advantages of sourcing fabric from a converter vis-a-vis going directly to a mill ? 20
6. Enumerate briefly on the strengths and weaknesses of China as a sourcing destination of fabric and trims. 20