

M.A. IN FASHION RETAIL MANAGEMENT

00637

Term-End Examination

December, 2012

MFM-040 : GLOBAL SOURCING

Time : 3 hours

Maximum Marks : 100

Note : All questions are compulsory.

1. What factors can hinder the implementation of "Best Practices" in a sourcing company ? How can a retailer/sourcing company maintain a balance between cost drivers and best practices ? 20
2. What is the value of reducing lead times for raw materials and manufacturing process time in a textile supply chain ? Explain graphically. 20

OR

Please explain the following Retail Strategies : 20

- (a) Traditional build to plan
- (b) VMI
- (c) Quick Response
- (d) Newsboy
- (e) Model stock
- (f) Target weeks supply

3. Please write a small history of the onset of global sourcing in the UK and the internal challenges UK retailers have faced over the past 20 years. 15
 4. Write a brief on the Marks and Spencers financial crisis at the end of 1990's. 15
 5. Write a brief on global supply and flexibility as a factor that most impacts a retailer - supplier relationships. Please also explain how sourcing strategies differ based on geographical location and local work cultures. 20
 6. Name various methods of price and other negotiations and represent them diagrammatically. 10
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