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**MBASCMFL**

**Term-End Examination**

**June, 2012**

**MCQ-011 : VENDOR MANAGEMENT**

*Time : 3 hours*

*Maximum Marks : 100*

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*Note : Answer any five questions.*

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1. (a) Discuss the reasons supporting make or buy decisions. What are the advantages and disadvantages of outsourcing ? **10**
- (b) What is just - in - time purchasing ? How centralised and decentralised purchasing compare ? **10**
2. (a) Which factors you consider while evaluating suppliers ? How do you identify potential sources of supply ? **10**
- (b) Discuss - single Vs multiple sourcing. Which are the top considerations for creating service level agreements ? **10**
3. (a) Discuss - smaller supplier base and long - term contracts. What are the objectives of negotiation ? **10**

- (b) Which minimal general matters does a business contract cover ? Why changing technology vendors is painful ? 10
4. (a) Describe the different types of suppliers. 10  
(b) What parameters you look for in a supplier ? 10
5. (a) Why outsource ? What are the inherent risks ? 10  
(b) What is contract management ? 10
6. (a) Outline the supplier performance rewards system. 10  
(b) What are the advantages and challenges of freight exchanges ? 10
7. Write short notes on : 5x4=20  
(a) Just-in-time purchasing  
(b) Nibbling  
(c) Conditioning  
(d) Contract initiation
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