

Semester: Jan – Mar 24		
Maximum Marks: 50	Examination: ETE Exam	Date: 27/03/2024
Duration: 3 hrs		
Programme code: 01.	Class: SY	Semester/Trimester: VI
Programme: MBA		
College: K. J. Somaiya Institute of Management	Name of the department/Section/Center: Operations Management	
Course Code: 217P01C613	Name of the Course: Strategic Sourcing & Procurement (Majors).	
Instructions: Question No. 1 is compulsory; attempt any three questions from questions 2-6.		

Question No.		Max. Marks
Q 1.	Please answer the following questions based on the case study attached (John Deere and Complex Parts, Inc.).	5
A)	Discuss the strengths and weaknesses of John Deere's Achieving Excellence Program. Consider and discuss other criteria to include in the analysis.	5
B)		5
C)	Do you think Complex Parts has performed adequately over the past year? Why or why not? Which of the Deere supplier assessment classifications should be assigned to Complex Parts?	5
D)	If you were a member of the supplier evaluation team, what alternative courses of action would you consider for Complex Parts? What recommendations should the team make to the project manager? What are the short-term and long-term implications of your recommendation?	
Q2. A)	China, India, Eastern Europe, and other developing countries have been sourcing hot spots. Explain why and discuss any problems you see in sourcing from these low-priced countries.	5
B)	What are the advantages of establishing an International Purchasing Office (IPO)? What services do these offices provide?	5
Q 3.	Suppose you are a purchase manager who is the contract administrator for a major consulting firm that is installing a major enterprise resource planning system such as SAP or Oracle. What are some of the critical elements that you would wish to include in the contract by the consulting company implementing this system?	10
Q4. A)	Why does top management recognise the importance of purchasing and supply management? Do you think organisational purchasers should behave like entrepreneurs, and if so, why, or why not?	5
B)	Discuss why purchasers have both distributors and manufacturers in their supply base.	5
Q5 A)	Discuss the following statement: Supply management not only buys parts or services from suppliers, but also often buys a supplier's current and future performance capabilities.	5
B)	Discuss the concept of BATNA and explain how a negotiator can effectively use it to plan a negotiation.	5
Q6.	Write short notes on any of the four below: - a) Benefits of GST. b) Composite and Mixed Supplies under the GST Act. c) Michael Porter's Five Forces Analysis. d) Strategic Supplier vs Transactional Supplier. e) Malcolm Baldrige Award. f) Category Spend Analysis.	10