



**BIJU PATNAIK INSTITUTE OF IT & MANAGEMENT STUDIES**  
**4<sup>th</sup> SEMESTER (BATCH 2018-20)**

**CLASS TEST - I**  
**Sourcing Management (18MBA402D)**

**Total Marks : 15**

**Time: 1 Hour**

*(Answer as per the instruction given in each question)*

**Q.1. Answer all questions :**

**[1x5]**

- a) What is contingency planning in Sourcing ?
- b) What is risk mitigation in sourcing ?
- c) What is SMART Indicator in supplier performance ?
- d) What is negotiation in sourcing strategy ?
- e) Write steps for supplier performance evaluation.

**Q.2. Answer any Two :**

**[2 x 5]**

- a) Explain Risk Management Strategy in Sourcing.
- b) Explain tools of Risk Management in Sourcing.
- c) What is opportunity analysis in Sourcing Management ?

**Q.3. Answer any One :**

**[1x5]**

- a) Elucidate strategic Sourcing Planning Elaborately.
- b) How negotiation planning is developed. Illustrate with examples.

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