



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ECONOMICS, MARKETING AND ENTREPRENEURSHIP

EXAMINATION PAPER

COURSE CODE	: CPS 411
COURSE TITLE	: GLOBAL SOURCING
SPECIAL REQUIREMENTS	: NO SPECIAL REQUIREMENTS
DURATION	: 3 Hours
LEVEL	: 4:2
DATE	: 11 OCT 2023

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer **ANY FOUR (4)** questions.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []
5. Use of practical examples where necessary is encouraged

CASE STUDY

Hammonds Furniture are one of the UK's leading fitted furniture businesses, manufacturing and installing high quality, stylish fitted bedroom furniture. GMS already had an established relationship with Hammonds, supplying them successfully with several furniture components. With quality and credibility established, Hammonds asked GMS to source their own designed closet interiors. This project involved aluminum extrusions, aluminum castings, metal fabrication and plastic moldings. GMS not only sourced the components but also arranged for sub assembly of components from different factories. Robert Phillips of GMS said *"Hammonds demand very high specification in terms of tolerance and quality of finish. The results of this project are not only material savings but also a reduction in fitting times due to the sub assembling. A significant result for the client, helping them to improve efficiencies whilst maintaining the high quality of their product"*.

QUESTION ONE

Based on the case study above, discuss any five drivers for global sourcing.

[25 marks]

QUESTION TWO

"The reaction of many companies has been "outsource and forget" when instead it should be "outsource and manage". Discuss the assertion using ABC Analysis.

[25 marks]

QUESTION THREE

Evaluate the five essential steps involved in global sourcing process of any organization of your choice.

[25 marks]

QUESTION FOUR

Analyse any five major factors to be considered when crafting/ designing a global sourcing strategy.

[25 marks]

QUESTION FIVE

- a) Explain the essence of conducting supplier development in relation to global sourcing. **[5 marks]**
- b) Using the International Strategy Framework, outline any four critical factors to be considered in international sourcing. **[20 marks]**

EXAMINATION PAPER

TITLE: GLOBAL SOURCING
REQUIREMENTS: NONE
DURATION: 3 Hours
LEVEL: 400
DATE: 17 OCT 2021

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END