



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ECONOMICS, MARKETING AND ENTREPRENEURSHIP

EXAMINATION PAPER

MODULE CODE : CPS 411
MODULE TITLE : GLOBAL SOURCING
SPECIAL REQUIREMENTS : NO SPECIAL REQUIREMENTS
DURATION : 3 Hours
LEVEL : 4:2
DATE : 26 NOV 2025

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

SECTION A: (Compulsory)

CASE STUDY

OTW are a designer and manufacturer of high-quality TV stands. Having expanded rapidly they required alternative suppliers for some of their key metal components, to help reduce unit costs, whilst maintaining their high standards. They asked GMS to provide quotations for the key metal components and the most problematic parts. GMS responded to the brief quickly, utilising their experience of both the UK furniture market, and the manufacturing capabilities of the Far east. GMS' quotes were significantly below the clients' current suppliers. Having committed to tooling they requested to see the factories we were proposing for their components to see for themselves the factories capabilities. As part of the planning for their trip to China, they asked GMS to locate potential Glass suppliers. Having seen the capability of the factory that was proposed they returned to the UK and designed a TV stand (Skyline) around the capabilities of the factory. Skyline is now one of their most successful models. Joint Managing Director, Jason Stebbins says *"We couldn't believe our eyes when we saw the size, quality and versatility of the product going through the factory. They were extremely helpful in working with us to developing the Skyline product"*.

QUESTION ONE

As alluded in the case study above, outline five merits that are associated with adopting global sourcing.

[25 marks]

SECTION B: (Answer any three questions)

QUESTION TWO

Discuss any five techniques that one can use to make a decision to go global sourcing.

[25 marks]

QUESTION THREE

Outline any five major pushing factors for outsourcing.

[25 marks]

QUESTION FOUR

Explain the following terms in reference to global sourcing:

a) Green sourcing

[5 marks]

b) Lean sourcing

[5 marks]

c) Sustainable sourcing

[5 marks]

d) Insourcing

[5 marks]


e) Outsourcing

[5 marks]

QUESTION FIVE

Examine any five key performance indicators that has to be managed in outsourcing for effective service delivery.

[25 marks]

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END