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(Printed Pages 3)

Roll No. \_\_\_\_\_

**MS-3121**

**M.B.A. (I.B.) (Fourth Semester)**

**Examination, 2015**

**(GLOBAL OUTSOURCING & MANAGEMENT**

**[MBA (IB)-044]**

***Time Allowed : Three Hours ] [ Maximum Marks : 70***

Note : Question No. 1 is compulsory. Attempt four other questions, selecting one question from each Unit.

1. Briefly explain the following Concepts/Terms:

3 × 10 = 30

- (a) Concept of Value Chain analysis
- (b) Bidding
- (c) Dematerialisation of shares
- (d) Reasons for global Outsourcing
- (e) Knowledge process Outsourcing (KPO)

**P.T.O.**

(2)

- (f) COBOT
- (g) MCX
- (h) NMCX
- (i) Arbitrageurs
- (j) Hedgers

Unit-I 10

2. Define Tendering? Explain the essentials of tendering and highlight the same with respect to an information technology Company looking forward to outsource some work.
3. What do you understand by Commodity Future trading? Discuss the various merits & demerits of Commodity Future trading.

Unit-II 10

4. (a) Discuss the various steps involved in Commodity Trading.  
(b) Explain any one sourcing strategy adopted by any firm of your own choice in the global context.

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(3)

5. Describe International Commodity agreement. Discuss its need and points to be kept in mind while framing such agreement.

Unit-III 10

6. Who are the market participants in the Commodity market? Discuss their role in detail.
7. Briefly explain the working of important Commodity exchanges.

Unit-IV 10

8. What do you mean by Cartel's? Explain the role of Cartels in commodity market in detail. 10
9. (a) Explain the management structure of a trading Company. 4+6=10  
(b) Discuss the role of speculators with respect to the existing geopolitical tensions & lifting of sanction's from Iraq.

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