

## Unit 5 - Week 3

## Course outline

## How to access the portal

## Week 0 Assignment 0

## Week 1

## Week 2

## Week 3

 Lecture 11 : Connecting with stakeholders

 Lecture 12 : E-procurement -Reengineering the traditional procurement process

 Lecture 13 : E-procurement -New paradigms in the procurement process

 Lecture 14 : E-procurement –e-procurement Implementation issues and risks

 Lecture 15 : Customer relationship management

 Week 3: Lecture material

 Quiz : Assignment 3

 Feedback for Week 3

## Week 4

## Week 5

## Week 6

## Week 7

## Week 8

## Week 9

## Week 10

## Week 11

## Week 12

## Download Videos

## Assignment Solution

## Assignment 3

The due date for submitting this assignment has passed. As per our records you have not submitted this assignment.

Due on 2019-08-21, 23:59 IST.

- 1) Reengineering the purchasing department activities for ICT implementation includes: 1 point
- Grouping and automating structured decision making activities
  - Grouping and automating transaction processing activities
- Only i
  - Only ii
  - Both i and ii
  - None of the above
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 c
- 2) The process of collecting, cleansing, classifying and analyzing expenditure data with the purpose of reducing procurement costs, improving efficiency and monitoring compliance is called 1 point
- Expenditure analysis
  - Spend Analysis
  - Cost analysis
  - None of the above
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 b
- 3) Which of the following options doesn't hold true for the Enterprise Information Portal? 1 point
- Act as company's interface to the public rather than a personalized digital interface for specific users.
  - Access to company data for selected customers, suppliers or business partners.
  - Direct access to industry and business news.
  - None of the above.
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 a
- 4) Which among the following can be a part of a company's e-Procurement solution? 1 point
- Industry specific purchase consortium
  - An internal E-Bidding Solution
  - E-Negotiation Solution
  - Online Stock Information System for VMI Suppliers
- i & ii
  - i & iii
  - i, ii, & iv
  - i, ii, iii, & iv
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 d
- 5) Which E-Procurement Model gathers the purchasing power of many buyers to negotiate more aggressive discounts? 1 point
- E-Procurement software
  - Internet Market Exchanges
  - Internet B2B Auctions
  - Internet Purchasing Consortia
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 d
- 6) In a price negotiation context, when the suppliers are allowed to reformulate their bids based on information about winning bids in each round. Which of the following represent this process? 1 point
- Online Tendering
  - Reverse Auctions
- i
  - ii
  - i & ii
  - None of the above
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 b
- 7) In case of Solicitation, which of the RFx seeks an opportunity for the potential suppliers to competitively set pricing for the final chosen solution? 1 point
- Request for Information
  - Request for Quotation
  - Request for Proposal
  - All of the above
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 b
- 8) Which one of these is NOT an external business risk? 1 point
- Lack of cooperation of the suppliers
  - Integration with the existing information infrastructure
  - Creating e-catalogues in the required formats
  - Buyer-supplier relationship
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 b
- 9) Selling a related product/service to a customer of a particular product/service is called 1 point
- Cross-selling
  - Up-selling
  - Clearance selling
  - Force selling
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 a
- 10) Which among the following are the most frequent barriers to E-procurement Technologies utilization especially for E-Auction? 1 point
- Organizational discomfort with auctions, as opposed to honoring commitment to supplier partnering and consolidation.
  - Downward price pressure on vendors resulting in diminished customer service or quality.
  - Inability to identify potential items for auction.
- i) & ii)
  - ii) & iii)
  - i) & iii)
  - i), ii) & iii)
- a  
 b  
 c  
 d
- No, the answer is incorrect.  
 Score: 0  
 Accepted Answers:  
 d