

Course: MIS-435 | Management Information System

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Ans to the Q. No - 01

(a) Reduce Cost at MIS :-

The cost reduce process is a business process is a business practice nearly all organizations should plan for in order to keep growing and profiting.

Whether you're dealing with market downturns or anticipating future financial losses, a well-executed cost reduction strategy is what you need to save on the budget and maintain profitability.

Two-thirds of all companies worldwide expect to undergo

a cost reduction process in response to growing financial pressures.

But a poorly configured cost reduction process can mess with your internal operations and even end up costing your company more in the long run.

Cost reduction refers to the process of permanently reducing the expenses involved in manufacturing products or rendering services, It comes about without unduly impairing the end use or quality of the product or service.

Examples :-

Some common cost reduction examples are :-

- Reducing labour costs by automating routine tasks or by outsourcing non-core business functions,
- Bringing down office expenses, such as electricity bills, by opting for energy-saving technologies or scaling down on office space by offering remote working options.
- Negotiating better terms with suppliers to source material at lower costs or be offered higher trade discounts.

~~Trade Discounts~~

(b) Switching Cost :-

Switching cost are costs that a consumer incurs from switching brands, products, services, or suppliers.

Switching cost is also known as switching barrier.

Switching costs can be high or low.

The higher the cost of switching, the less likely an individual will be willing to switch brands, products, services, or suppliers.

Establish High Switching Cost :-

Companies that create unique products that have few substitutes and require significant effort to perfect their use enjoy significant switching costs. Consider Intuit Inc, which offers its customers various bookkeeping software solutions. Because learning to use Intuit's applications takes significant time, effort, and training costs, few users are willing to switch away from Intuit.

Many of Intuit's applications are interconnected, which provides additional functionalities and benefits to users, and few companies match the scale and usefulness of Intuit's products.

Small businesses, which are the primary buyers of Intuit's bookkeeping products, can incur disruption in their operations and risk incurring financial errors if they decide to move away from Intuit's software.

These factors create high switching costs and stickiness of Intuit's products, allowing the company to charge premium prices on its products.

Successful companies typically try to employ strategies that incur high switching costs on the part of consumers to dissuade them from switching to a competitor's

product, brand, or services.

Ans. to the Q. No-02

(a) Benefits for "Lock in Suppliers or Buyers":

Lock-in is a situation in which a customer using a product or service cannot easily transition to a competitor's product or service.

- Bargain for initial sweeteners, such as discounts or support for switching from your previous system.
- Track customer purchase behaviours over time and predict trends allowing your business to adjust to their needs and potentially increase their purchase frequency.
- Prove company future value and revenue to investors based on locked-in customers.
- Companies can estimate more accurate cash-flow which can help with growing the business at a constant rate.
- Building a direct one to one relationship with customers.
- Reduce manufacturing cost by ordering bigger quantities due to better prediction of long term demand.

→ This strategy makes it difficult for the competition to move into your market space because customers cannot switch easily.

(b) Creating and Maintaining Strategic Information System :-

A strategic information system is mainly developed to respond to the corporate world and many business invitation. Strategic information is used for gaining competitive advantage and formulating business strategies by organizations.

It may deliver a service or product that is at a lower price, differentiated and mainly concentrates on a demanding market section, or which is innovative.

Strategic information system is a management system that helps to set goals and organize activities for an organization. It allows to you organize activities for an organization.

Maintaining a strategic information system :-

Strategic information systems are designed to establish a profitable and sustainable position against the competitive forces in an industry.

Due to advances in systems development it has become increasingly forces in an industry,

difficult to maintain an advantage for an extended period. Experience also indicates that information systems, by themselves, can rarely provide a sustainable competitive advantage.

A strategic information system can offer competitive advantage to maintain in an organization by the following ways:

1. Creating barriers to competitor's advantage entry :-

In this strategy, an organization uses information systems to provide products or services that are difficult to duplicate or that are used to serve highly specialized markets.

2. Generating Database to improve marketing :-

An information system also provides companies an edge over their competition by generating databases to improve their sales and marketing strategies.

3. 'Locking in' customers & suppliers :-

Another way of gaining competitive advantage is by locking in customers and suppliers.

In this concept, information systems are used to provide such advantages to a customer or a supplier, that it becomes difficult for them to switch over to a competitor.

4. Lowering the costs of the products :-

Strategic information system may also help organizations lower their internal costs, allowing them to deliver products and services at a lower price than their competitors can provide.

5. Leveraging technology in the value chain :-

This approach pinpoints specific activities in the business where competitive strategies can be best applied and where information systems are likely to have a greater strategic impact.

Ans. to the Q. No - 03

(a) Parameters of Managerial Discretion :-

Managerial discretion is the latitude of action afforded to a manager. This literature, classically focused at the executive level, reconciles population ecology's assertion that executives make strategic decisions and thus have considerable influence over firm-level outcomes.

Though generally viewed in the management literature as an opportunity for executives to positively affect performance and increase value, the literature in finance and economics argues that managerial discretion represents a cost to shareholders from potential opportunism or other self-serving behaviours.

Within the management literature, scholars posit three categories that constrain or enable executives: (1) the task environment (2) the internal organization and (3) managerial characteristics.

Recently a fourth category, national institutions, was added to the managerial discretion model. While the managerial discretion literature has typically focused on upper echelons, scholars are increasing their examination of mid-level managers' discretion since many of the construct's enabling and constraining factors are also relevant

for managers who are subordinate to senior executives. The potential for issue selling and strategic planning activities by mid-level managers to influence executives perceived discretion is an example of phenomena studied by scholars attempting to improve our understanding of discretion afforded to mid level managers.

Most organization allows employees to use some degree of discretion when making hiring, promotional, and pay decisions.

Here are some things employers can do to avoid the pitfalls associated with the improper exercise of managerial discretion:

1. Remove the element of managerial discretion
2. Limit the degree of managerial discretion
3. Be transparent

However problem arise when a decision maker unfairly exercises, or is seen to unfairly exercise, their managerial discretion.

Task Environment

- Product Differentiability +
- Market Growth +
- Commoditizing Industry Structure -
- Demand Instability +
- Quasilegal Constraints/Regulation -
- Powerful Outside Forces -

Internal Organization

- Inertial Forces -
- Resource Availability +
- Powerful Inside Forces -
- Slack +

Managerial Discretion

Managerial Characteristics

- Aspiration level +
- Commitment to the status quo -
- Tolerance for Ambiguity +
- Cognitive Complexity +
- Locus of Control
 - Internal locus of control +
 - External locus of control -
- Power Base +
- Isomorphic Pressure -

Fig: Summary of Results of the Antecedents of Managerial Discretion.

Ans. to the Q. No - 04

(a) Creating an SIS :-

A Student Information System (SIS) is basically a software solution that enables educational institutions to digitize and consequently manage student information more efficiently.

With a Student Information System, schools, academies and educational institutions of all sizes are able to perform a nearly exhaustive list of tasks much more efficiently than they would do without it.

Registering students to classes, forming timetables, tracking attendance and storing performance records - such as grades and assessments - are only a subset of the tasks and processes that can be facilitated with such a system.

When educational institutions decide to switch from storing and managing student information manually, to using a Student Information System, that decision brings in a host of benefits, that is

for the school on the whole. To further explain, though administrators are usually the ones that make the most of SIS, it is equally beneficial for teachers, students and guardians.

Creating a new SIS integration :-

1. To create a new SIS integration, on the IPSIS Administration page, click Add SIS.
2. On the IPSIS Administration page, in the Select your SIS section, select an SIS source system page system type from the dropdown.
3. Click Next.
4. In the SIS Name field, enter a unique name for this SIS integration, or leave the default name.
5. Answer the rest of the questions, including those pertaining to overwrites in the Brightspace platform, people, courses and sections, and departments and other org units, which correspond to the SIS provider you selected.

6. When you complete your configuration, click Save Configuration.

There are six steps to successfully implement a student information system :-

Step 1 :- Set an Implementation Schedule :-

In higher education, the beginning of a semester is a flurry of activity and the final few weeks are too. Those high activity periods are probably not a good time to take your computer system offline and implement a new SIS.

Step-2 :- Determine How Much Data to Convert :-

Data conversion is the process of taking your school's old data and putting it into the new student management system. That might sound simple, but it is a very complex task. It's also the most important step - your new SIS is only as good as the data you feed it.

Step 3 :- Validate Data :-

No matter which data entry method you choose

to convert to the new SIS, data validation is one of the most important steps in this process to ensure a successful implementation.

Step 4: Configure the System :-

While the data is being validated, your new vendor will also be configuring your new SIS. This is the process for setting up the system to fit your administrative needs.

Step 5: Integrate Third-Party Platforms :-

It's essential that your new student data management software plays nicely with third-party platforms.

Step 6: Training and Support for Users :-

The best SIS providers offer customized and detailed on-site and online training.

Identifying your IT staff and other users who will need training and hold them accountable for the training and testing.