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**[5483]-101**

**P.G.D.M.L.M. (I-Sem.) EXAMINATION, 2018**

**101 : MANAGEMENT FUNDAMENTALS**

**(2013 Pattern)**

**Time : Three Hours**

**Maximum Marks : 50**

**N.B. :—** (i) All questions are compulsory.

(ii) Each question has an internal option.

(iii) Each question carries **10** marks.

(iv) Your answers should be specific and to the point

(v) Support your answers with suitable live examples.

**1. (a)** Explain the contribution of Taylor in development of Management Thought. [10]

*Or*

**(b)** Explain the concept of management, definition, need and importance. [10]

**2. (a)** Explain the steps in the control process. [10]

*Or*

**(b)** "Directing derives sufficient attention along with the other function of guiding the subordinates to work willingly and enthusiastically towards the accomplishment of predetermined organisational objectives." Comment. [10]

P.T.O.

3. (a) Decision-making is critical to success of any business organization. Explain with help of decision-making process. [10]

*Or*

- (b) Explain the types of decisions. [10]

4. (a) Elaborate the challenges in front of manager in this competitive era. [10]

*Or*

- (b) What is the role of manager in today's scenario ? [10]

5. (a) Ms. Jayshree recently completed her Post Graduate Diploma in Human Resource Management. A few months from now a large steel manufacturing company appointed her as its human resource manager. As of now, the company employs 800 persons and has an expansion plan in hand which may require another 200 persons for various types of additional requirements. Ms. Jayshree has been given complete charge of the company's Human Resource Department.

*Questions :*

- (i) Point out, what functions is she supposed to perform ?  
(ii) What problems do you foresee in her job ? [10]

*Or*

- (b) A company, which manufactures a popular brand of toys, has been enjoying good market reputation. It has a functional organizational structure with separate departments for Produc-

tion, Marketing, Finance, Human Resources and Research and Development. Lately to use its brand name and also to cash on to new business opportunities it is thinking to diversify into manufacture of new range of electronic toys for which a new market is emerging.

*Questions :*

Prepare a report regarding organisation structure giving concrete reasons with regard to benefits the company will derive from the steps it should take. [10]

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**[5483]-102**

**P.G.D.M.L.M. (First Semester) EXAMINATION, 2018**  
**102 : ESSENTIAL OF SUPPLY CHAIN MANAGEMENT**  
**(2013 PATTERN)**

**Time : 2 Hours**

**Maximum Marks : 50**

**N.B. :—** (i) Attempt *all* questions. Each question has an internal option.  
(ii) *All* questions carry equal marks.

**1.** Discuss the evolution of supply chain network.

*Or*

What do you understand by integrated supply chain planning, how it affects the supply chain process ?

**2.** Linear regression analysis is based on identifying independent variables and gathering historical data for these variables. Name and justify at least *three* independent variables each to forecast these dependent variables :

- (a) Demand for airl freight services
- (b) Students entering medical colleges
- (c) Roadside snack stall.

*Or*

As an operating supply chain manager, how would you go about selecting a suitable forecasting method and logic ? What various business factors and considerations would you take into account in your decision-making process ?

P.T.O.

3. Evaluate strength and weaknesses of different modes of transportation. Draw a network diagram clearly marking the various entities of a manufacturing or service organization of your choice.

*Or*

Why is inventory considered an important driver of supply chain ? Is it a liability *or* asset ?

4. What are the factors that affect location decision.

*Or*

Explain how to manage supply and demand to improve synchronization in the supply chain in the face of predictable variability.

5. Discuss the different factors influencing network design decisions.

*Or*

What is bullwhip effect and how does it relate to lack of co-ordination in the supply chain ?

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**[5483]-104**

**PGDMLM (First Semester) EXAMINATION, 2018**

**104 : PURCHASING AND SUPPLIER RELATIONSHIP  
MANAGEMENT**

**(2013 PATTERN)**

**Time : Two Hours**

**Maximum Marks : 50**

**N.B. :—** (i) All questions are compulsory and carry 10 marks each.  
(ii) Each question internally having Or question within choice.

1. What do you understand by purchasing ? Explain the process of purchasing with suitable example.

*Or*

Discuss the contribution a purchasing department can make to the corporate strategic planning process. List the areas considered within purchasing's span of control.

2. Describe the 5R's of buying in detail. Explain your answer with suitable example.

*Or*

How could a quality philosophy be applied to a purchasing department ?  
What constitutes a best buy ? Explain.

P.T.O.

3. In what ways might e-commerce influence the role of purchase managers in their own organizations ? What kind of decisions a typical purchase manager make ?

*Or*

Why should management periodically review its purchasing policies and procedures ? What are the features or characteristics that your policy statement should have ?

4. Elaborate the key principles of Total Quality Management (TQM). How are the quality management principles important in purchasing decisions ?

*Or*

How can early supplier design involvement efforts contribute to higher levels of product quality ? Explain with the help of suitable example.

5. Explain the concept of outsourcing ? Discuss the different ways of outsourcing with a suitable example of each.

*Or*

Describe the traditional model of buyer-seller relationships. How is the traditional model different from the collaborative model ? Explain with the help of an example.



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**[5483]-11**

**P.G.D.M.L.M. (I Sem.) EXAMINATION, 2018**

**101 : PRINCIPLES AND PRACTICES OF MANAGEMENT**

**(2008 Pattern)**

**Time : Three Hours**

**Maximum Marks : 70**

- N.B. :—** (i) Questions No. 1 is compulsory.  
(ii) Attempt any *three* questions from remaining.  
(iii) Figures to the right indicate full marks.

1. Management is getting things done through and with people. What are the critical functions for achieving this goal ? [25]
2. Explain in detail Process of M.B.O. [15]
3. Define Planning. Explain process of planning. [15]
4. Manager is essentially a decision-maker. What is the critical steps manager undertakes while taking complex decisions. [15]
5. Explain controlling and explain different techniques of Controlling. [15]
6. Define Motivation. Explain Maslow's Theory of Motivation. [15]

P.T.O.

7. What is the nature of Rational Decision-making ? Explain steps in Decision-making. [15]
8. Write short notes on (any *two*) : [15]
- (a) Co-ordination
  - (b) Direction
  - (c) Line and Staff Organization
  - (d) Functions of Management.

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**[5483]-12**

**P.G.D.M.L.M. (First Semester) EXAMINATION, 2018**

**MATERIALS MANAGEMENT**

**(2008 PATTERN)**

**Time : 3 Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Answer any *five* questions.

(ii) *All* questions carry equal marks.

1. Explain concept and importance of Integrated Approach to Materials Management.
2. Describe in brief Material Requirement Planning (MRP) System highlighting inputs and outputs. State advantages of MRP system over Conventional Methods of Inventory Control.
3. Enlist documents used in Purchase and Storage of Material in a Manufacturing Organisation. Describe functions and contents of any *two* documents used in Purchasing/Stores Operations.
4. Describe basis and application of ABC and FSN analysis with examples.
5. Explain meaning and importance of Standardisation and Codification of Material.

P.T.O.

6. Explain concept of Economic Order Quantity (EOQ) and deriving of EOQ Formula.
7. Write notes on any *two* of the following :
- (a) Modified EOQ
  - (b) Pricing Issues in Purchasing
  - (c) Merits and Demerits of Inventories
  - (d) Objectives of Materials Management.

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**[5483]-201**

**P.G.D.M.L.M. (II Semester) EXAMINATION, 2018**

**201 : STRATEGIC SUPPLY CHAIN MANAGEMENT**

**(2013 PATTERN)**

**Time : 2½ Hours**

**Maximum Marks : 50**

**N.B. :—** (i) *All questions are compulsory.*

(ii) *All questions carry equal marks.*

1. Define supply chain network. Write the factors influencing distribution.

*Or*

Write the role of distribution. Define e-business.

2. Define 'Benchmarking'. How to do Benchmarking the logistics process ?

*Or*

Explain the 'supplier' and 'distributor' Benchmarking.

3. Discuss 'IT' in supply chain.

*Or*

Explain the 'forecasting' and 'replenishment'.

P.T.O.

4. Discuss the supply chain performance measurement.

*Or*

What is the concept of performance measures ? Explain the dimensions of performance measures.

5. Write short notes on (any *two*) :

- (i) Time base strategies
- (ii) Productivity strategies
- (iii) Technology based strategies.

*Or*

Explain the strategic planning for logistics and supply chain management.

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**[5483]-202**

**P.G.D.M.L.M. (Second Semester) EXAMINATION, 2018**

**202 : GLOBAL LOGISTICS**

**(2013 PATTERN)**

**Time : 2½ Hours**

**Maximum Marks : 50**

**N.B. :—** (i) All questions are compulsory.

(ii) Each question has an internal option.

(iii) Each question carries **10** marks.

(iv) Figures to the right indicate full marks for that question/  
sub-question.

(v) Draw neat diagrams and illustrations supportive to your  
answer.

- 1.** (A) Explain in detail about Global Supply Chain Strategy with suitable  
example. [10]

*Or*

- (B) What is Global Logistics ? Explain in detail about Outsourced  
Manufacturing. [10]

- 2.** (A) Explain in detail Logistics in Global Economy with suitable  
example. [10]

*Or*

- (B) (i) Write a short note on International Logistics. [5]  
(ii) Write a short note on Stages of International Development.  
[5]

P.T.O.



3. (A) Explain Supply Chain Security. Discuss International Sourcing. [10]

*Or*

- (B) Explain in detail about Guidelines for sourcing with suitable examples. Discuss. [10]

4. (A) Explain the Intermediaries and Alliances in Global Logistics. Discuss. [10]

*Or*

- (B) (i) Write a short note on 3PL service providers. [5]  
(ii) Write a short note on Role of Outsourcing in Global SCM. [5]

5. (A) What is Planning Global Logistics ? Explain the Risk Management in the Global context. [10]

*Or*

- (B) Explain the Measuring Logistics Cost and Performance. Discuss Benchmarking the Logistics. [10]

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**[5483]-203**

**P.G.D.M.L.M. (II Sem.) EXAMINATION, 2018**

**203 : INVENTORY MANAGEMENT**

**(2013 PATTERN)**

**Time : 2½ Hours**

**Maximum Marks : 50**

- N.B. :—**
- (i) All questions are compulsory.
  - (ii) Each question has an internal option.
  - (iii) Each question carries 10 marks.
  - (iv) Figures to the right indicate marks for that question/sub-question.
  - (v) Draw neat diagrams and illustrations supportive to your answer.

- 1. (a)** What is Inventory ? Explain the need of inventory with suitable example. [10]

*Or*

- (b)** Explain the inventory cost. Discuss Dependent and Independent demand.

- 2. (a)** Explain the classification of material. Discuss concept of value engineering. [10]

*Or*

- (b)**
- (i) Write a short note on GOLF Analysis. [5]
  - (ii) Write a short note Standardization and Codification. [5]

P.T.O.

3. (a) Explain Fixed Order Quantity Model and Fixed Order time period Model with suitable examples. [10]

*Or*

- (b) What is Inventory Management ? Explain assumptions of EOQ Model. Discuss. [10]

4. (a) What is MRP ? Explain the Master Production Schedules with suitable example. [10]

*Or*

- (b) (i) Write a short note on Bill of Material. [5]  
(ii) Write a short note on Material flow in MRP. [5]

5. (a) Define Store. Explain the store procedure and documentation with suitable example. [10]

*Or*

- (b) Explain the organization and layout of Stores. Discuss Inter relationship with other Departments. [10]

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**[5483]-204**

**PGDMLM (Second Semester) EXAMINATION, 2018**

**204 : SUPPLY CHAIN PRACTICES IN DIFFERENT INDUSTRIES**

**(2013 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 50**

**N.B. :—** (i) All questions are compulsory.

(ii) Each question has an internal option.

(iii) Each question carries **10** marks.

(iv) Figures to the right indicate marks for that question/sub-question.

(v) Draw neat diagrams and illustrations supportive to your answer.

1. What is Supply Chain Management ? Explain Supplier Relationship Management in detail. [10]

*Or*

Explain the Inventory management policy with suitable examples.

2. Explain supply chain practices in retail industry with suitable examples. [10]

*Or*

(i) Write short note on Customer Relationship Management. [5]

(ii) Write short note on Merchandise Planning. [5]

P.T.O.

3. Discuss the development of cold storages and warehouse with example. [10]

*Or*

Explain nature of Supply chain practices in Food Industry. Discuss. [10]

4. Describe Supply chain practices in consumer durable goods industry with suitable examples. [10]

*Or*

Explain challenges and opportunities for supply chain practices in consumer durable goods industry. [10]

5. Explain Supply Chain Practices in Pharmaceutical industry with suitable example. [10]

*Or*

- (i) Write a short note on Stock replenishment. [5]  
(ii) Write short note on supply chain in pharmaceutical Industry. [5]

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**[5483]-22**

**P.G.D.M.L.M. (II Semester) EXAMINATION, 2018**

**202 : INTERNATIONAL BUYING**

**(2008 PATTERN)**

**Time : 2½ Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Solve any *five* questions.

(ii) *All* questions carry equal marks (**14** marks each).

1. State the importance of International Purchase of Goods.
2. Explain in detail various international purchasing practices.
3. Explain various procedures and documents required in International Buying.
4. State the role of Intermediaries in International Purchasing Process.
5. State the various modes of payments in International Trade.
6. Differentiate between International buying of capital goods and consumer goods.
7. Enumerate the nature and composition of imports in India.

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