MB-118D

Sl.No. : **Total No. of Pages : 3**

Third Semester M.B.A. Degree Examination, May/June - 2023
(NON-CBCS) (SLM Scheme)
MANAGEMENT
Materials and Purchase Management (Elective - D)

Time : 3 Hours **Max. Marks : 80**

SECTION - A

1) **Answer any five sub-questions. Each sub-question carries three marks : [5 × 3 = 15]**

a) What is sales forecast?

b) What is inventory control system?

c) What is RFID?

d) What integrated management information system?

e) What is purchasing method?

f) List the functions of purchasing department.

g) What is vendor motivation?

SECTION - B

Answer any four questions. Each question carries 5 marks : [4 × 5 = 20]

2) Define store management. Discuss the functions of store management.

3) What is materials budgeting? Discuss the benefits of material budgets.

4) What is spare part management? Explain the major factors influencing spare parts inventories.

5) Write a note on vendor rating plan.

6) Discuss the personal duties of Purchasing Manager.

7) Explain the role of inventory control system for independent demand items and dependent demand items.

SECTION - C

Answer any three questions. Each question carries 10 marks : [3 × 10 = 30]

8) Discuss the functions, importance and challenges of material management.

9) Explain the factors influencing materials planning and problems encountered in material planning.

10) What is make or buy decision? Explain the factors influencing make or buy decision.

11) Discuss the different forms of purchasing organization and explain the different purchasing methods & techniques practicing the industry.

12) Write a note on :

a) Vendor selection process

b) Integrated management information system & RFID.

SECTION - D

13) **Case (Compulsory) : [1 × 15 = 15]**

Padma health cosmetics Ltd. is manufacturing fast moving consumer goods having turnover of Rs. 500 crores. Mr Kiran, Purchase head has been working for 20 years in the company. He is known for his stringency, hard negotiation and wrathless attitude to vendors. The new MD expressed the desired for fast growth of the company and altered all department heads to pull up their socks to ensure ultimate customer satisfaction to sustain in the competative market. Under the new MD, the working style has changed from family orientation to professional. Purchase department has been frequently blamed now for disruption of production due to delay and rejection of materials. Mr Kiran finds it difficult to convince the MD and neither getting support from suppliers. The MD fired Mr. Kiran for his lack of professionalism, leadership and poor systems he built. Practically Mr. Kiran takes every decision. There is no noteworthy executive in the department who can take his position. Company has been awarded a huge export contract for supply throughout the year. Now it is situation of do or die for Purchase Department. MD has issued warning to Mr. Kumar to ensure smooth supplies.

Questions :

a) What are the problems in the purchase department? As a materials management expert what action plan you will suggest to transform the traditional purchase department into a professional purchase department?

b) Prepare strategy for supplier relationship.

c) What support would be required from the MD to transform the purchase Department.

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