MBSC-3.3D

Sl. No.

III Semester M.B.A. Degree Examination, May/June - 2026

MANAGEMENT

Material and Purchase Management(Elective - D)

(CBCS Scheme)

Time : 3 Hours **Maximum Marks : 80**

SECTION - A

Answer any FIVE questions. Each question carries 5 marks. **(5×5=25)**

1. Define purchasing management. List the objectives of Purchase Management.
2. Describe the objectives of materials control.
3. Write a short note on spare part obsolescence.
4. Explain briefly the major factors influencing spare part inventories.
5. What is the difference between centralized and decentralized purchasing?
6. Explain the importance of record and procedures in materials control
7. What are the benefits of materials planning and budgeting.

SECTION - B

Answer any FOUR questions. Each question carries 10 marks. **(4×10=40)**

8. Explain the importance and challenges of developing vendor relationships.
9. Describe the methods of purchasing materials with suitable examples.
10. Discuss the role of a purchase manager in an organization.
11. Explain in detail about computer systems for MIS and materials flow.
12. Evaluate the cost-effectiveness methods used in purchasing.
13. Discuss recent trends in materials management along with examples

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SECTION - C

14. Case (Compulsory). **(1×15=15)**

Infosys, a global leader in IT services, depends heavily on high-quality hardware, software, and networking equipment for its operations. To manage procurement efficiently, Infosys established a vendor development and evaluation. system that focused on supplier selection, rating, and motivation. The company adopted centralized purchasing for critical IT infrastructure to negotiate better deals and ensure quality consistency. Vendor performance was regularly monitored based on delivery schedules, cost competitiveness, and technological capability. This systematic approach helped Infosys reduce procurement costs while ensuring timely availability of critical resources.

Infosys also leveraged ERP-based procurement automation, which streamlined the purchasing cycle and reduced manual errors. Through strong supplier relationships and transparent contracts,. the company ensured sustainable and ethical sourcing. By aligning procurement strategy with its long-term growth plans, Infosys successfully integrated material management practices into its organizational framework. This case highlights how even service-based companies require efficient materials and purchase management systems for smooth operations.

Questions:

a) Why is centralized purchasing important for Infosys' procurement strategy?

b) How does vendor rating and evaluation benefit Infosys in ensuring equality IT infrastructure.

c) In what ways can ERP systems improve the efficiency of purchasing and materials management?
