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MBA
(SEM IV) THEORY EXAMINATION 2021-22
SOURCING MANAGEMENT

Time: 3 Hours**Total Marks: 100****Note: :** Attempt all Sections. If require any missing data; then choose suitably**SECTION A****1. Attempt all questions in brief.****2x10 = 20**

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| a. | Explain sourcing. | CO1 |
| b. | Define purchasing cycle. | CO1 |
| c. | What do you mean by vendor rating | CO2 |
| d. | What are the various categories of suppliers? | CO2 |
| e. | Discuss the objectives of pricing. | CO3 |
| f. | Define negotiation | CO3 |
| g. | What is tendering? | CO4 |
| h. | What do you mean by public buying? | CO4 |
| i. | Define GST. | CO5 |
| j. | Define procurement. | CO5 |

SECTION B**2. Attempt any three of the following:****10x3 = 30**

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| a. | Discuss the important characteristics that a purchasing manager should possess. | CO1 |
| b. | Describe the vendor rating process in detail. | CO2 |
| c. | What do you mean by material handling? Discuss in detail. | CO3 |
| d. | Discuss the various types of pricing strategies in detail. | CO4 |
| e. | Write a detailed note on the fundamental principles of public buying. | CO5 |

SECTION C**3. Attempt any one of the following:****10x1 = 10**

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| a. | Discuss the various risks to be considered by purchase manager. | CO1 |
| b. | Write a note on sourcing vs procurement with proper examples. | CO1 |

4. Attempt any one of the following:**10x1 = 10**

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| a. | Discuss various factors affecting the selection of optimal supplier with suitable example. | CO2 |
| b. | What is the advantage of measuring the performance of Supplier? Also discuss various methods to measure their performance. | CO2 |

5. Attempt any one of the following:**10x1 = 10**

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| a. | What do you mean by the material handling? Discuss. | CO3 |
| b. | What are the advantages of vendor process capability? Explain with example. | CO3 |

6. Attempt any one of the following:**10x1 = 10**

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| a. | What do you mean by pricing? Discuss various objectives of pricing. | CO4 |
| b. | Discuss the skills for successful negotiating. Also explain the various obstacles to negotiation. | CO4 |

7. Attempt any one of the following:**10x1 = 10**

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| a. | What do you mean by e-tendering? Discuss the process of e-tendering businesses? | CO5 |
| b. | Explain the important features of The Indian Contract Act, 1872. | CO5 |