

Total No. of Questions : 8]

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[3893]-101

P. G. D. M. L. M. ( Semester - I ) Examination - 2010

PRINCIPLES AND PRACTICES OF MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

*Instructions :*

- (1) *Question No. 1 is compulsory.*
- (2) *Solve any three questions.*

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- Q.1) Define Management. Explain different approaches to Management. [25]
- Q.2) Explain in detail Process of M.B.O. [15]
- Q.3) Explain Process of Planning. [15]
- Q.4) Explain the term Recruitment and explain various Sources of Recruitment. [15]
- Q.5) Explain Controlling and explain different techniques of Controlling. [15]
- Q.6) Explain nature and principles of Decision-making. [15]
- Q.7) Define Organising. Explain the term Centralisation and Decentralisation. [15]
- Q.8) Write short notes : (Any Two) [15]
- (a) Co-ordination
  - (b) Direction
  - (c) Line and Staff Organisation
  - (d) Functions of Management

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Total No. of Questions : 7]

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**[3893]-102**

**P. G. D. M. L. M. ( Semester - I ) Examination - 2010**

**MATERIALS MANAGEMENT**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 70**

**Instructions :**

- (1) Answer *any five* questions.
  - (2) All questions carry equal marks.
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- Q.1)** Explain concept and importance of Integrated Approach to Materials Management.
- Q.2)** Describe in brief Material Requirement Planning (MRP) System highlighting inputs and outputs. State advantages of MRP System over Conventional Methods of Inventory Control.
- Q.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.
- Q.4)** Describe basis and application of ABC and FSN Analysis with examples.
- Q.5)** Explain meaning and importance of Standardisation and Codification of Material.
- Q.6)** Explain Concept of Economic Order Quantity (EOQ) and deriving of EOQ Formula.

**Q.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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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

**[3893]-103**

**P. G. D. M. L. M. (Semester - I) Examination - 2010**

**LOGISTICS MANAGEMENT**

**(2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 70**

**Instructions :**

- (1) Attempt **any five** questions.
  - (2) All questions carry equal marks i.e. **14** each.
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- Q.1)** Discuss Concepts of 'Integrated Logistics' and 'The Total Distribution' with significance of Logistics.
- Q.2)** As a Logistics Manager, how you could use Information Technology in Warehousing and Physical Distribution ?
- Q.3)** Discuss phenomenon 'Economics of Logistics' in Logistics Management.
- Q.4)** What are the costs associated with Logistics ? Where and how you would like to reduce Cost of Logistics ?
- Q.5)** "Material Handling, Transportation, Warehousing and Inventories are four pillars on which the building of logistics is constructed." Comment on this statement.
- Q.6)** As a Logistics Manager of a Company; how would you consider Customer Service Logistics ? Explain with examples.
- Q.7)** Write short notes : **(Any Two)**
  - (a) Logistics in International Trade
  - (b) Third Party Logistics
  - (c) Supply Chain Management
  - (d) Packaging

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Total No. of Questions : 7]

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**[3893]-11**

**P. G. D. M. L. M. (Semester - I) Examination - 2010**

**PRINCIPLES AND PRACTICES OF MANAGEMENT**

**(Old 2005 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

- (1) Answer **any two** questions from section I.
- (2) Answer **any one** question from 5th and 6th questions from section II.
- (3) Q. No. 7 is compulsory. Answer **any one** case.
- (4) All questions carry equal marks.

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### **SECTION - I**

- Q.1)** “Scientific Management involves in its essence Complete Mental Revolution on the part of workers and an equally Complete Mental Revolution on the part of Management.” Illustrate this statement.
- Q.2)** Differentiate between External and Internal Planning Premises. Discuss in detail.
- Q.3)** Explain in detail Line and Staff Organisation Structure in an Organisation.
- Q.4)** Write short notes : **(Any Three)**
- (a) Functions of Management
  - (b) Informal Organisation
  - (c) School of Human Relations Approach
  - (d) Management by Objective
  - (e) Performance Appraisal
  - (f) Steps in Recruitment and Selection

## SECTION - II

- Q.5)** “A lot of decision-making in modern organisations is quantitative.” Bring out the implications of this statement and enumerate major quantitative methods that are used in Decision-making.
- Q.6)** What do you mean by Co-ordination ? How does it differ from Co-operation ? Why is Co-ordination called as essence of Management ?
- Q.7)** Solve **any one** of the cases. Methodical Presentation of the case is necessary :

### Case No. 1

Mr. Atul and Mr. Bhaskar are working as Senior Supervisors in an Engineering Company. The manufacture of the product is subject to several manual and machine operations. Atul and Bhaskar are of the same age group.

The department was expanded and Atul was promoted as the Head of Department ‘A’ and Bhaskar was promoted as head of Department ‘B’.

Department ‘A’ outperformed Department ‘B’.

Atul gave autonomy to his workers to select tools and methods of their choice. He extended his support to them wherever it was demanded, whereas Bhaskar believed in strict discipline, rules and procedures. He was very strict and straightforward. In his opinion workers in Department ‘A’ behave in a way similar to college going students. Bhaskar felt that, freedom to workers means calling for indiscipline and it will result in enjoyment of unlimited liberty.

Analyse this case and comment on the Leadership Styles of Mr. Atul and Mr. Bhaskar.

**OR**

### Case No. 2

The performance of Akshay Engineers, a subsidiary company of a large multinational group was very much dissatisfactory for the last three years. The Managing Director of the parent company, took this issue very seriously and appointed a committee of experts to study situation and report to him. The committee examined circumstances accordingly and reported to the

MD about the causes of the poor performance of Akshay Engineers, which were found as follows :

- (1) Lack of Co-ordination and Integrity among the employees of the unit.
- (2) Lack of adequate incentives for the workers in the unit.
- (3) Inadequate financial support from the parent company.

The MD of the parent company and the Director of Akshay Engineers, both were satisfied with the findings. The MD then suggested to the Director, to set up a mechanism for proper co-ordination in the unit by involving employees in it. He also suggested to come out with certain schemes so as to improve morale of the workers and enhance their sense of belongingness towards the organisation. He also expected the Director to take austerity measures to cut down other implicit costs. The Director on the other hand was expecting more financial support from the parent company, and wanted more powers to the management.

However, this situation prevailed for some time, without any improvements. The MD, finally, with a heavy heart, set a time span of six months for the Director to show positive results and threatened to transfer unit to other group in case of failure.

**Questions :**

- (a) Comment on the poor performance of the Unit.
- (b) Comment on the approach of the Managing Director.
- (c) Suggest some measures for the Director to improve situation.

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**[3893]-12**

**P. G. D. M. L. M. ( Semester - I ) Examination - 2010**

**MATERIALS MANAGEMENT**

**(Old 2005 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

**Instructions :**

- (1) Answer **any four** questions.
  - (2) All questions carry equal marks.
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- Q.1)** Explain how Effective Management of Materials Function contributes to meeting customer requirement and profitability ?
  - Q.2)** What is Material Planning ? Explain Process of Material Requirement Planning (MRP).
  - Q.3)** State Objectives of Purchase Function. Explain in brief Purchasing Procedure for Tender Purchase.
  - Q.4)** Enlist Inventory Classification Methods. Describe basis and application of each method.
  - Q.5)** What is the Concept of EOQ ? How does application of EOQ help in controlling Inventory ? Explain with examples.
  - Q.6)** Write short notes on **any three** of the following :
    - (a) Integrated Materials Management
    - (b) Factors affecting Material Planning
    - (c) Standardisation
    - (d) Concept of Inventory
    - (e) Codification
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**[Total No. of Printed Pages : 1**

**[3893]-13**

**P. G. D. M. L. M. ( Semester - I ) Examination - 2010**

**LOGISTICS MANAGEMENT**

**(Old 2005 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

*(1) Attempt **any four** questions.*

*(2) All questions carry equal marks i.e. **15** each.*

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**Q.1)** Discuss Concept of Logistics with Elements of Logistics. Why has logistics gained importance in recent years ?

**Q.2)** Explain role of Material Handling, Packaging and Transportation System in Logistics Management.

**Q.3)** Discuss in brief the factors to be considered for decision on number of Warehouses and their capacity for Cement Manufacturing Company.

**Q.4)** What are the costs associated with Logistics ? Explain in detail.

**Q.5)** Explain with examples the role of Transportation in meeting Logistical Objectives.

**Q.6)** Write short notes : **(Any Two)**

(a) Role of Insurance in Logistics

(b) Third Party Logistics

(c) Significance of Logistics

(d) Supply Chain Management

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[Total No. of Printed Pages : 1

**[3893]-201**

**P. G. D. M. L. M. ( Semester - II ) Examination - 2010**

**PHYSICAL DISTRIBUTION AND SUPPLY CHAIN MANAGEMENT**

**(New 2008 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 70**

**Instructions :**

(1) Answer *any five* questions.

(2) All questions carry equal marks.

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**Q.1)** Discuss various functions performed in Physical Distribution Management.

**Q.2)** Describe Parameters or Characteristics that are used for selection and specification of the design of a Distribution Channel.

**Q.3)** “Retailing and Wholesaling Functions have changed as compared to past.” Discuss this statement with functions performed by each.

**Q.4)** What are the purposes served by Logistics in Distribution System ? Describe basic processes and components of Logistics in Distribution System taking suitable example.

**Q.5)** Write role and components of Good Supply Chain Management in a Manufacturing Company.

**Q.6)** Write short notes : **(Any Two)**

(a) Benchmarking Supply Chain

(b) Importance of Inventory Management

(c) Transportation and Material Handling

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**[3893]-201/1**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3893]-202

P. G. D. M. L. M. ( Semester - II ) Examination - 2010

INTERNATIONAL BUYING

(New 2008 Pattern)

Time : 3 Hours]

[Max. Marks : 60

*Instructions :*

- (1) Answer *any four* questions.
  - (2) All questions carry equal marks.
  - (3) Your response should be specific.
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**Q.1)** Analyse trends in India's Imports during the post reforms phase. What according to you is the Impact of Liberalisation and Globalisation on India's Imports ?

**Q.2)** Explain procedure for obtaining Customs Clearance of the Import Consignments.

**Q.3)** What are various Exchange Control Regulations regarding Imports ?

**Q.4)** Explain with the help of a suitable diagram the modus operandi of a Letter of Credit.

**Q.5)** Explain in brief : (Any Three)

- (a) Factoring
- (b) Forfeiting
- (c) Post-shipment Credit
- (d) Pre-shipment Credit
- (e) Hedging

**Q.6)** Explain significance of Procedures and Documentation in International Trade Transactions.

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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

**[3893]-21**

**P. G. D. M. L. M. ( Semester - II ) Examination - 2010**

**PHYSICAL DISTRIBUTION AND SUPPLY CHAIN MANAGEMENT**

**(Old 2005 Pattern)**

**Time : 3 Hours]**

**[Max. Marks : 60**

***Instructions :***

*(1) Answer **any five** questions.*

*(2) All questions carry equal marks.*

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**Q.1)** Define Physical Distribution and write its elements for managing distribution of a Car Manufacturing Company.

**Q.2)** What is the meaning of Marketing Channel and what role is performed by the Members of Marketing Channel of a Cement Manufacturing Company ?

**Q.3)** What criteria are considered for selection of Distribution Channel Members ?

**Q.4)** What are the benefits of JIT ? Explain with suitable example.

**Q.5)** Define Distribution Logistics and write its elements giving importance of each element.

**Q.6)** Write short notes : **(Any Two)**

(a) Supply Chain Process

(b) Wholesaling

(c) Advantages of Information Technology in Distribution Management

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**[3893]-21/1**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3893]-22

P. G. D. M. L. M. ( Semester - II ) Examination - 2010

INTERNATIONAL BUYING

(Old 2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

*Instructions :*

- (1) Attempt **any four** questions.
- (2) All questions carry equal marks.
- (3) Your response should be specific.

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- 
- Q.1)** Explain in brief any three documents used in International Buying and the significance of each.
  - Q.2)** Compare and contrast International Buying of Capital Goods and Consumer Goods.
  - Q.3)** Explain importance of Buying Internationally for a MNC in the Energy Industry operating out of India.
  - Q.4)** List various intermediaries involved in International Buying. Discuss any two of them in detail.
  - Q.5)** Explain in brief : **(Any Three)**
    - (a) Off Shoring
    - (b) Global Sourcing
    - (c) Contract of Affreightment
    - (d) International Maritime Organisation
  - Q.6)** Compare and contrast nature of Imports of India during the pre and post liberalisation era.

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