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[4294] – 101

P. G. D. M. L. M. (Semester – I) Examination, 2012

**(101) : PRINCIPLES AND PRACTICE OF
MANAGEMENT
(2008 Pattern)**

Time : Three Hours

Total Marks : 70

- Note :** (i) *Question no. 1 is compulsory.*
(ii) *Attempt any three questions from remaining.*
(iii) *Figures to the right indicate full marks.*

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- Q. 1.** Define management. What are the critical functions of General Management? [25]
- Q. 2.** Define organization process. Explain the centralization and decentralization with its effective use in organization. [15]
- Q. 3.** What are the important steps undertaken for training employees? Elaborate with suitable examples. [15]
- Q. 4.** What is planning? Explain in detail steps involved in formulating planning process. [15]
- Q. 5.** Define control. What are the tools and techniques of control? [15]
- Q. 6.** How the successful manager play a key role in motivating, leading and communicating in the organization? [15]
- Q. 7.** Explain the important steps in recruitment and selection of employees. [15]



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[4294] – 102

P. G. D. M. L. M. (Semester - II) Examination, 2012

(102): MATERIALS MANAGEMENT

(2008 Pattern)

Time : Three Hours

Total Marks : 70

Note : (i) *Attempt any five questions.*
(ii) *All questions carry equal marks.*

Q. 1. Explain the objectives of materials management. Describe how profits can be maximized through effective materials management. [14]

Q. 2. Explain the concept of MRP and describe its inputs and their relationship. [14]

Q. 3. (a) What is purchase cycle? Explain the same with a neat flow diagram. (8) [14]
(b) Explain the contents and source of these contents for a Goods Receipt note. Draw a neat sketch of the GRN. (6)

Q. 4. What is the basic premise of ABC analysis? Explain the steps for making ABC inventory analysis giving examples. [14]

Q. 5. Describe in brief basis and application of ABC, GOLF and HML analysis. [14]

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Q. 6. State the limitations of EOQ model. Discuss the example EOQ model with discounts model. **[14]**

Q. 7. Write notes on **any two** of the following: **[2×7]**

- (a) Inventory turnover ratio
- (b) Stock out cost
- (c) Documents used in stores operations
- (d) Bills of Material



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P. G. D. M. L. M. (Semester - II) Examination, 2012
(201) : PHYSICAL DISTRIBUTION AND SUPPLY
CHAIN MANAGEMENT
(2008 Pattern)

Time : Three Hours

Total Marks : 70

Note : (i) Answer *any five* questions.
(ii) All questions carry *equal* marks.

Q.1. Explain the role of physical distribution in dynamic business environment to maintain customer satisfaction.

Q.2. Write the meaning of marketing channel and what are the various types of channels used for manufactured good, services and agriculture products?

Q.3. “Middlemen / Intermediaries are required in all sectors of business for distribution management”. Discuss with the help of appropriate examples.

Q.4. “Information technology and also telecom technology is playing a big role in supply chain management”. Elaborate the statement with suitable examples.

Q. 5. Define 'logistics management'. What are the various elements of logistics management for any manufacturing company?

Q. 6. "Distribution cost is major concern for any management of company". What steps are taken by the management to minimize the costs?

Q. 7. Write short notes on **any two**:

- (a) Benchmarking of Supply Chain
- (b) Inventory Management
- (c) Reverse Logistics
- (d) Value Chain
- (e) Franchising



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P. G. D. M. L. M. (Semester – II) Examination, 2012
(202):INTERNATIONAL BUYING
(2008 Pattern)

Time : Three Hours

Total Marks : 70

Note : (i) *Attempt any five questions.*
(ii) *All questions carry equal marks i.e. 14 each.*

Q.1. Explain importance and scope for buying internationally.

Q.2. Elaborate 'International Purchasing Practices'.

Q.3. Procedures and documentation of 'International Buying'.

Q.4. What is the role of intermediaries in 'International Purchasing'?

Q.5. Explain the role of 'Financial Institutions in International Trade'.

Q.6. Explain with difference International Buying of capital goods and consumer goods.

Q.7. Write a note in detail on 'Nature and Composition of Imports in India.'

Q.8. Write short note on **any two**:

- a. Mode of Payment
- b. Types of Letter of Credit
- c. Exchange Control Regulations
- d. Post Liberalization Imports of India



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P.G.D. M.L.M. (Semester - I) Examination, 2012

(103) : LOGISTICS MANAGEMENT

(2008 Pattern)

Time : Three Hours

Total Marks : 70

Note : (i) *Attempt any five questions.*

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

Q. 1. Explain logistics management with its significance.

Q. 2. Explain role of IT in Warehousing and Physical Distribution.

Q. 3. Write a detailed note on 'Economics of Logistics'.

Q. 4. Explain the role of logistics in customer service strategy.

Q. 5. Which are the costs associated with logistics?

Q. 6. How logistics is applied in International Trade?

Q. 7. Write short notes on **any two** :

- (a) Total Distribution Concept
- (b) Third Party Logistics
- (c) Material Handling Transportation System
- (d) Customer Service Logistics



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