



[4094] – 102

P.G.D.M.L.M. (Semester – I) Examination, 2011
102 : MATERIALS MANAGEMENT
(2008 Pattern)

Time : 3 Hours

Max. Marks : 70

Note : 1) Answer any five questions.

2) All questions carry equal marks.

1. Explain the concept of 'ABC' analysis with graphical representation.
2. What is EOQ ? What are the costs associated with EOQ ? Explain with graph.
3. Write a detailed note on, 'Vendor relation and Vendor rating'.
4. Describe various methods of purchasing and their application to different circumstances.
5. Explain the new concept of, 'Supply Chain'-as a series of suppliers. How, 'supply chain' differ from traditional materials management ?
6. What are the major inputs to a 'MRP' system ? Explain with examples.
7. Write short notes (**any two**) :
 - a) Purchase cycle
 - b) Logistics – Aims and objectives
 - c) Safety stock
 - d) Disposal of scrap.



[4094] – 101

P.G.D.M.L.M. (Semester – I) Examination, 2011
101 : PRINCIPLES AND PRACTICES OF MANAGEMENT
(2008 Pattern)

Time: 3 Hours

Max. Marks: 70

Instructions : 1) Question Number 1 is compulsory.

2) Attempt any three questions from remaining.

*3) Figures to **right** indicate **full** marks.*

1. Management is getting things done through and with people. What are the critical functions for achieving this goal ? **25**
2. How does the organization evolved ? What alternative structures do you recommend for FMCG company ? Justify your answer. **15**
3. Planning is looking ahead and control is looking back. Illustrate. **15**
4. Manager is essentially a decision maker. What are the critical steps manager undertakes while taking complex decisions ? **15**
5. Manager is more of motivator, leaders and communicator. Explain with suitable examples. **15**
6. What factors are considered while recruitment and selection process of employees ? **15**
7. As HR Manager what areas will you take into account for training and development of sales force. **15**



[4094] – 103

P.G.D.M.L.M. (Semester – I) Examination, 2011
103 : 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.*

1. As a Logistics Manager; how customer service logistics would you consider for 'Aviation' company ? Explain with reasons.
2. What are different types of material handling ? What is the basis in selection of material handling facility ?
3. Explain the different types of containerization with their advantages.
4. What is the purpose of Network design ? How the efficient design does make both the customer and the supplier comfortable ?
5. "Material Handling, Transportation, Warehousing and Inventories are four pillars on which the building of logistics is constructed" Comment on this statement.
6. Discuss the concept of logistics with significance of logistics. Why has logistics gained importance in recent years ?
7. Write short note on **any two**.
 - a) Economic benefit of Warehousing
 - b) Third Party Logistics
 - c) Supply Chain Management
 - d) Packaging.



[4094] – 201

P.G.D.M.L.M. (Semester – II) (2008 Pattern) Examination, 2011
201 : PHYSICAL DISTRIBUTION AND SUPPLY CHAIN
MANAGEMENT (New)

Time : 3 Hours

Max. Marks : 70

Note : 1) All questions carry equal marks.
2) Attempt any five questions.

1. Explain the distribution strategies and policies, suitable to the current business scenario.
2. Discuss the relative significance of retailer and wholesaler in the distribution process.
3. Elaborate the concept of supply chain. Which are the steps, in making the decisions about the supply chain ?
4. Which parameters will be relevant to the Evaluation of Supply Chain Management ? Explain.
5. Bring out the role of the Information and the communication technologies in the physical distribution.
6. Discuss the cost-related elements of physical distribution. How can the various costs for distribution be controlled ?
7. Write notes on **any two** :
 - a) Benchmarking of the supply chain.
 - b) Factors used for selecting channel members.
 - c) Major distribution channels prevalent in India.



[4094] – 202

P.G.D.M.L.M. (Semester – II) Examination, 2011
202 : INTERNATIONAL BUYING
(2008 Pattern) (New)

Time: 3 Hours

Max. Marks: 70

*Note : 1) Attempt **any 5** questions.*

*2) **All** questions carry **equal** marks.*

*3) Your response should be **specific**.*

1. Analyse the trends in India's imports during the post reforms phase. What according to you is the impact of liberalization and globalization on India's imports ?
2. Explain the importance of buying internationally for a MNC in the heavy engineering firm operating out of India.
3. Explain in brief (**any three**) :
 - a) Factoring
 - b) Forfeiting
 - c) Post shipment credit
 - d) Pre shipment credit
 - e) Hedging.
4. What are the various exchange control regulations regarding imports ?
5. Explain the role of clearing and forwarding agents, freight brokers and shipping companies.
6. Differentiate between (**any three**) :
 - a) Charter versus Liner shipping
 - b) FIO versus FIOST
 - c) FILO versus LIFO
 - d) LCL versus FCL container
 - e) Voyage versus Time charter.



[4094] – 21

P.G.D.M.L.M. (Semester – II) Examination, 2011
201 : PHYSICAL DISTRIBUTION AND SUPPLY CHAIN
MANAGEMENT
(2005 Pattern) (Old)

Time : 3 Hours

Max. Marks : 70

Note : 1) All questions carry equal marks.
2) Attempt any five questions.

1. Critically examine the scope and significance of Physical Distribution.
2. What are the channels of distribution ? Which factors are considered while selecting the channels ? Explain with examples.
3. Identify and describe the different elements of distribution logistics.
4. Discuss the concept of supply chain. What is the process view of supply chain ?
5. Evaluate the role of Information Technology in the context of supply chain.
6. Explain the specific roles played by the retailers as well as the wholesalers.
7. Write notes on **any two** :
 - a) Role of communication in distribution
 - b) Bench marking the supply chain
 - c) Warehousing.



[4094] – 22

P.G.D.M.L.M. (Semester – II) Examination, 2011
202 : INTERNATIONAL BUYING (Old)
(2005 Pattern)

Time : 3 Hours

Max. Marks : 60

*Note : 1) Attempt **any 4** questions.*
*2) **All** questions carry **equal** marks.*

1. What are the challenges in international buying ?
2. How does international buying of consumer goods differ from that of industrial goods ?
3. What is the role of various financial intermediaries in international buying ?
4. Explain the role of clearing and forwarding agents, freight brokers and shipping companies in International buying.
5. How has the liberalisation and globalisation policy influenced India's imports ?
6. Explain (any **three**) :
 - 1) FILO
 - 2) LIFO
 - 3) LCL
 - 4) Time charter
 - 5) Liner shipping.