

Registration No.:

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Total Number of Pages: 02

Course: IMBA
Sub_Code: 16IMN901D

9th Semester Regular Examination: 2024-25

SUBJECT: Sales and Operation Planning

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: R352

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right-hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- a) Give two benefits of operations planning and control.
- b) Give four objectives of operations control.
- c) What is the need for demand forecasting?
- d) What is forecasting error?
- e) What do you mean by 'loading' in scheduling activities?
- f) Give an expression for capacity utilization rate.
- g) What do you mean by design capacity?
- h) How do you interpret the critical ratio (CR) value?
- i) What is the purpose of scheduling?
- j) Give two advantages of ERP implementation in an organization.

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- a) Discuss the need for operations planning and control.
- b) Draw a difference between the operations planning and operations control.
- c) What are the objectives of demand forecasting?
- d) Explain the Delphi method for demand forecasting.
- e) Discuss the need for capacity planning.
- f) Discuss the objectives of materials requirement planning (MRP).
- g) Explain the top-down aggregate planning.
- h) Write a note on master production scheduling (MPS).
- i) Draw a difference between the forward scheduling and backward scheduling.
- j) What do you mean by labor-intensive operation?

- k) For the following data, calculate the mean flow time and average tardiness using (i) FCFS and (ii) EDD method

Job	1	2	3	4	5
Time	6	2	3	4	5
Due	9	6	18	11	8

- l) Write a note on Theory of Constraints (TOC).

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Discuss the factors influencing the operations planning. Draw a comparison between the operations planning and control activities in manufacturing and service Organisation. (16)
- Q4** Discuss the importance of capacity planning. What are the various reasons for the failure of capacity planning. (16)
- Q5** What do you mean by aggregate planning? Discuss in details the various aggregate planning strategies. (16)
- Q6** Discuss the role of ERP in operations planning and control. (16)

Registration No.:

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Total Number of Pages: 02

Course: IMBA
Sub_Code: 16IMN902D

9th Semester Regular Examination: 2024-25
SUBJECT : MANAGEMENT OF MANUFACTURING SYSTEM
BRANCH(S): IMBA
Time: 3 Hours
Max Marks: 100
Q.Code: R234

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right hand margin indicate marks.

Part-I

Q1 Answer the following questions : (2 x 10)

- State the prime objectives of manufacturing process planning.
- What do you understand by Assembly line?
- State the basic concept of Kanban system.
- Outline the benefits of flexible manufacturing system.
- What is the use of Gantt chart?
- State the advantages of cellular manufacturing.
- Differentiate between process layout and product layout.
- What is production flow analysis?
- Define Drum- Buffer- Rope (DBR).
- Differentiate between production and manufacturing.

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- Discuss the conceptual framework of Flexible Manufacturing System.
- What are the various tools and techniques used for layout planning and analysis?
- State the qualitative analysis in cellular manufacturing.
- With a schematic diagram briefly explain the theory of constraints cycle
- Compare and contrast different types of process mapping.
- Explain the basic principles of JIT, highlighting the elements of JIT.
- What is the role of demand management in Assemble- to -order environment?
- How can minimization of inter-cell movement be achieved in a cellular manufacturing system?
- State the design and improvement aspects of JIT.
- Discuss the factors which affect the productivity of a manufacturing system.
- Discuss the objectives of plant layout. Elucidate the various types of layout
- State the requirements for a smooth operation planning.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** Outline the key principles in scheduling. Explain the scheduling procedure and the factors affecting scheduling. (16)
- Q4** Discuss the objectives of plant layout. Elucidate the various types of layout. (16)
- Q5** Explain the various steps involved in a production flow analysis (PFA). Also point out the advantages and disadvantages associated with it. (16)
- Q6** Define process mapping. What are the generic building blocks of process mapping? With a flow chart explain process mapping in work environment. (16)

Registration No.:

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Total Number of Pages: 02

IMBA
16IMN903D

9th Semester Regular Examination: 2024-25

SUBJECT: Sourcing Management

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code : R109

Answer Question No.1 (Part-1) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right-hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- What do you mean by green sourcing? Give an example.
- Write only two differences between sourcing and procurement.
- Explain different types of negotiation.
- Write advantages of global sourcing.
- What is the sourcing risk? Give an example.
- What do you mean by supplier score cards?
- What are the barriers to negotiation.
- Explain the term sealed bid pricing and negotiated pricing.
- Explain the term ESPD and SLA in tendering.
- What do you mean by BATNA?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of twelve)

(6 x 8)

- What is the idea behind multiple sourcing? Explain.
- Explain advantages and disadvantages of outsourcing.
- Why negotiation is important part of the purchasing process. Explain.
- Why must Organizations develop suppliers? Is supplier development a long-run trend or just a fad? Explain.
- Why are vendor managed inventory and integrated supplier programs becoming more popular with buyers when selecting a supplier?
- Why Vendor management is essential? Explain.
- Explain how and when a negotiator can effectively use e-negotiation techniques.
- Explain different types of sourcing method.
- Explain the role of sourcing Organizations.
- What do you mean by electronic -sourcing? How is it affect contract Management?
- Briefly explain steps of negotiation process.
- What information should a buyer gather about a supplier before entering a negotiation?

Part-III

Only Focused- Long Answer Type Questions- (Answer Any Two out of Four) (16x2)

- Q3** Discuss the concept of strategic sourcing and Vendor management. Highlights some major activities typically associated with sourcing management. **(16)**
- Q4** Briefly explain major strategic issues of sourcing for the success of the firm. **(16)**
- Q5** What are the tools and techniques used in risk management? Explain. **(16)**
- Q6** What do you mean by global sourcing? Explain its objectives and process. **(16)**