



BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
& MANAGEMENT STUDIES, BHUBANESWAR

Semester : 9TH IMBA
Batch : 2020-25
Subject: Sales & Operation Planning
Subject Code : 16IMN901D

Date : 24.08.2024
Class Test : I
Duration : 1 Hr.
Full Marks : 30

PART-A

1. Answer any four out of following questions. (4 x 2 = 8)
- Define sales and operation planning? CO1
 - What is the difference between sales and marketing? CO1
 - What are the measures of forecasting error? CO1
 - Name four distinctive characteristics of service operations. CO1
 - What is Delphi method? CO1

PART-B

2. Answer any two questions out of following (2 x 6 = 12)
- What are the different steps involved in sales and operation planning process. CO1
 - Explain step by step practices for the S&OP process. CO1
 - The past data of load on lathe machine is shown below. CO2

Month	May	June	July	Aug	Sept	Oct	Nov
Demand	---	585	610	675	750	860	970

Compute a weighted three months moving average for December where the weights are 0.5 for latest month, 0.3 and 0.2 for the months respectively. Calculate the MAD and MAPE.

PART-C

3. Answer any one out of following questions. (1 x 10 = 10)
- Calculate the forecast for the week 8 using Exponential Smoothing method? The exponential smoothing constant $\alpha=0.2$. CO2

Week	1	2	3	4	5	6	7
Sales	39	44	40	45	38	43	39

- Discuss various qualitative and quantitative methods of forecasting. What are the main advantages that quantitative techniques of forecasting have over qualitative techniques? CO1

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Semester : 9TH IMBA

Batch : 2020-25

Subject: Management of Manufacturing System

Subject Code : 16IMN902D

Date : 27.08.2024

Class Test : I

Duration : 1 Hr.

Full Marks : 30

PART-A

1. Answer any four out of following questions. (4 x 2 = 8)
- a) What do you mean by Mass Production? CO1
 - b) What do you mean by Assembly Lines? CO1
 - c) What are the Factors that affecting Facility Layout? CO1
 - d) Define Embossing Process. CO1
 - e) Define Production Flow Analysis (PFA). CO1

PART-B

2. Answer any two questions out of following (2 x 6 = 12)
- a) Briefly describe the Impact of Layout Planning in Manufacturing Environment. CO1
 - b) Briefly write down the function and objectives of Cellular Manufacturing Systems. CO1
 - c) How to measure Process Map and explain the role of Process Mapping in Work Environment. CO2

PART-C

3. Answer any one out of following questions. (1 x 10 = 10)
- a) What do you mean by Scale Models? Define Process Mapping? Briefly explain Process definition charts with suitable example. CO2
 - b) Define Make-To-Assemble (MTA) manufacturing. Explain Manufacturing Process? Discuss Principles of manufacturing Process Planning with schematic diagram. CO2

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BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY
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Semester : 9TH IMBA
Batch : 2020-25
Subject: Sourcing Management
Subject Code : 16IMN903D

Date : 27.08.2024
Class Test : I
Duration : 1 Hr.
Full Marks : 30

PART-A

1. Answer any four out of following questions. (4 x 2 = 8)
- a) What are the different types of supplier sourcing? CO1
 - b) Differentiate between local and global sourcing? CO1
 - c) What are the reasons for outsourcing? CO1
 - d) Explain systematic risk in the context of sourcing. CO2
 - e) What is Request for Proposal in negotiation strategy? CO3

PART-B

2. Answer any two questions out of following (2 x 6 = 12)
- a) What do you mean by sole sourcing? Explain its advantages and disadvantages. CO1
 - b) Write advantages and disadvantage of global sourcing. CO1
 - c) Write a note on various criteria for evaluation of vendor's performance. CO2
 - d) Why is negotiation such an important part of purchasing process? CO2

PART-C

3. Answer any one out of following questions. (1 x 10 = 10)
- 1. What are the methods involved in supplier evaluation and selection? CO3
 - 2. Define risks in sourcing management. Briefly describe the risk management tools and techniques to manage risks related to global sourcing. CO2

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