BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANESWAR

Semester : 9ᵗʰ Sem. IMBA
Batch : 2021-26
Subject : Sales & Operation Planning
Subject Code : 16IMN901D

Date : 08.09.2025
Class Test : I
Duration : 1 Hr.
Full Marks : 30

Section- A

1. **Answer any four out of following questions.**   [4 x 2 = 8]
    a) Define sales and operation planning?   [CO1]
    b) What is the difference between sales and marketing?   [CO1]
    c) What are the measures of forecasting error?   [CO2]
    d) Name four distinctive characteristics of service operations.   [CO1]
    e) What is Delphi method?   [CO2]

Section-B

2. **Answer any two questions out of following**   [2 x 6= 12]
    a) Explain step by step practices for the S&OP process.   [CO1]
    b) Draw a difference between operational planning and operational control. [CO1]
    c) The past data of load on lathe machine is shown below.   [CO2]

Month	Demand
May	
June	585
July	610
Aug	675
Sep	750
Oct	860
Nov	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.

Section-C

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

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

b. Discuss various qualitative and quantitative methods of forecasting. What are the main advantages that quantitative techniques of forecasting have over qualitative techniques?   [CO2]

All the Best

Batch : 2021-26   Class Test : I

Subject : Management of Manufacturing System   Duration : 1 Hr.

Subject Code : 16IMN902D   Full Marks : 30

Section- A

1.   **Answer any four out of following questions.**   **[4 x 2 = 8]**

a) Write down the objectives of manufacturing process planning.   [CO1]

b) What do you mean by Process Atlas?   [CO1]

c) Define Welding process and write down its applications.   [CO1]

d) Describe the process flow chart with suitable example.   [CO1]

e) Write down the major applications of Spinning and coining process.   [CO1]

Section-B

2.   **Answer any two questions out of following**   **[2 x 6= 12]**

a) How to measure process map and explain the role of process mapping in manufacturing environment.   [CO2]

b) Briefly explain the function and objectives of group Technology.   [CO2]

c) Describe the impact of layout planning with reference to product oriented industry.
   CO2

Section-C

3.   **Answer any one out of following questions.**   **[1 x 10= 10]**

a) What do you mean by Scale Model? Briefly explain the process definition chart with suitable example of process related industry.   [CO2]

b) Define "Engineer to Order". Explain the "Make to Assemble Manufacturing". Discussed the principle of good manufacturing process planning with schematic diagrams.   [CO2]

All the Best

Semester : 9ᵗʰ Sem. IMBA   Date : 09.09.2025
Batch : 2021-26   Class Test : I
Subject : Sourcing Management   Duration : 1 Hr.
Subject Code : 16IMN903D   Full Marks : 30

Section- A

1. **Answer any four out of following questions.**   [4 x 2 = 8]

    a) Write only two differences between sourcing and procurement?   [CO1]

    b) Differentiate between local and global sourcing?   [CO1]

    c) What are the reasons for outsourcing?   [CO1]

    d) What is the sourcing risk? Give an example.   [CO2]

    e) Discuss Request for Proposal in negotiation strategy?   [CO3]

Section-B

2. **Answer any two questions out of following**   [2 x 6= 12]

    a) What is the idea behind multiple sourcing? Explain.   [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]

Section-C

3. **Answer any one out of following questions.**   [1 x 10= 10]

    a) Discuss the concept of strategic sourcing and Vendor Management. Highlights some major activities typically associated with sourcing management.   [CO3]

    b) Define risks in sourcing management. Briefly describe the risk management tools and techniques to manage risks related to global sourcing.   [CO2]

All the Best