BIJU PATNAIK INSTITUTE OF INFORMATION TECHNOLOGY & MANAGEMENT STUDIES, BHUBANESWAR

Semester : 9th Sem. IMBA   Date : 07.11.2025
Batch : 2021-26   Class Test : II
Subject : Sales & Operation Planning   Duration : 1 Hr.
Subject Code : 16IMN901D   Full Marks : 30

Section- A

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

   a)   What is capacity planning?   [CO3]

   b)   Explain aggregate planning?   [CO3]

   c)   What is chase production strategy?   [CO3]

   d)   If the Effective capacity is 40 trucks/day and Actual output is 36 trucks/day, then find the Efficiency?   [CO3]

   e)   Define Master production scheduling?   [CO4]

Section-B

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

   a)   A job shop is having the following jobs on schedule,

Job	Job Processing Time (hours)	Due Date
1	8	10
2 6 12	6	12
3	15	20
4	3	18
5	12	22

Find the optimal sequence by using EDD rule; also find the flow time and average lateness.   [CO4]

   b)   Explain the difference between forward scheduling and backward scheduling? [CO4]

   c)   Explain in brief Bill of Materials   [CO4]

Section-C

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

   a)   What is aggregate planning? What are the need, purpose and techniques for aggregate planning?   [CO3]

   b)   What do you mean by Capacity planning? Why capacity planning for services is more challenging than it is for goods production?   [CO4]

All the Best

Section- A

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

a) Define e-Kanban system.   [CO1]

b) What do you mean by Gantt chart?   [CO1]

c) Define Theory Of Constraints.(TOC)   [CO1]

d) Define POLCA?   [CO1]

e) How cell are formed in cellular manufacturing System.   [CO2]

Section-B

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

a) Write down the different Scheduling Priority Rules with example.   [CO2]

b) Briefly describe the Impact of Theory of Constraint (TOC) in Manufacturing Environment.   [CO2]

c) Briefly write down the function and objectives of Drum Buffer Methodology. [CO3]

Section-C

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

a) Briefly write down about Flexible manufacturing system and explain the conceptual model of FMS along with applications.   [CO3]

b) Briefly describe Kanban System in Manufacturing Environment and differentiate between Pull & Push Kanban System.   [CO3]

All the Best

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Semester : 9ᵗʰ Sem. IMBA   Date : 08.11.2025
Batch : 2021-26   Class Test : II
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) What do you mean by BATNA?   [CO3]

    b) Why do we do vendor rating in sourcing management?   [CO3]

    c) Illustrate Total Cost of Ownership.   [CO3]

    d) Extend supplier score card.   [CO4]

    e) Enlist the steps involved in E-sourcing process.   [CO4]

Section-B

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

    a) Briefly explain the concept of E-Sourcing.   [CO4]

    b) Discuss the advantages and disadvantages of foreign exchange currency in brief.
                                                                     [CO2]

    c) What do you mean by Learning Curve? Explain its uses and limitations. [CO4]

    d) Explain the steps involved supplier evaluation and selection process.   [CO3]

Section-C

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

    a) Discuss in detail vendor selection process with suitable example.   [CO3]

    b) What is solicitation of bid or proposal? Explain the types of solicitation. Mentions the various methods of solicitation.   [CO4]

All the Best