

Registration No.:

--	--	--	--	--	--	--	--	--	--

Total Number of Pages: 02

Course: MBA/IMBA  
Sub Code: 18MBA304D/16IMN901D

3<sup>rd</sup>/9<sup>th</sup> Semester Regular/Back Examination: 2025-26

SUBJECT: SALES AND OPERATION PLANNING

BRANCH(S): MBA, GM, IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: U439

Answer Q1 (Part-I) 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 does SOP and its relevance in operations?
- What are the various elements of a good forecast?
- Name three phases of operation planning and control.
- What do you mean by capacity planning?
- Explain the role of scheduling in operating planning.
- What are the two objectives of operations planning?
- What is production planning?
- What is the role of inventory control in operation planning?
- Explain the role of lead time in capacity planning.
- What is the role of process planning in job operations?

Part-II

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

(6 x 8)

- What is operation planning? Differences between proactive and reactive operations.
- How is judgmental forecasting different from statistical forecasting?
- What do you mean by aggregation in aggregate planning? Explain in detail.
- What is material requirement planning and explaining its various objectives?
- What do you mean by master production scheduling and its purposes?
- What do you mean by Delphi method of forecasting? Explain in detail.
- How does cost-effectiveness influence forecasting methods selection?
- Explain the various limitations of implementing MRP in manufacturing organization.
- Explain the various factors that influence the demand forecasting.
- What do you mean by aggregation? Explain the various factors affecting aggregation.
- What is quantitative and qualitative forecasting in operation management?
- What do you mean by forecasting in operations and explain the various elements of good forecasting?

**Part-III**

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

- Q3 What do you mean by forecasting in operations management? Explain the various objectives in detail. (16)
- Q4 Explain the challenges faced in aggregate planning and how organizations can overcome them to meet operational objectives. (16)
- Q5 Discuss the importance of scheduling in operations management and the role of forward and backward scheduling in achieving production efficiency. (16)
- Q6 Explain the concept of ERP. Explain the impact of ERP on organizational efficiency and productivity in operations management. (16)

258-11/12/2025--1

258-11/12/2025--1

258-11/12/2025--1

258-11/12/2025--1

Registration No.:

--	--	--	--	--	--	--	--	--	--

Total Number of Pages:

Course: IMBA  
Sub\_Code: 16IMN902D

9<sup>th</sup> Semester Regular Examination: 2025-26  
SUBJECT: MANAGEMENT OF MANUFACTURING SYSTEM  
BRANCH(S): IMBA  
Time: 3 Hours  
Max Marks: 100  
Q.Code: U054

Answer Q1 (Part-I) 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) What is understood by machine loading?
- b) How production is different from manufacturing.
- c) Differentiate between single card and two card Kanban system.
- d) Outline the benefits of flexible manufacturing system.
- e) What is production flow analysis (PFA)?
- f) State the advantages of cellular manufacturing.
- g) What purpose Gantt chart solves?
- h) State the prime rationale behind manufacturing process planning.
- i) Define CONWIP.
- j) Differentiate between pull and push concept of Kanban.

**Part-II**

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

- a) Explain the various tools and techniques used for layout planning and analysis.
- b) Briefly explain the concept of "control based on theory of constraints".
- c) State the requirements for a smooth operation planning.
- d) Enumerate the types of Kanban system.
- e) What is the role of demand management in Assemble- to -order environment?
- f) Explain the process mapping in work environment.
- g) Outline the framework of Flexible Manufacturing System.
- h) Enumerate the constraints in manufacturing system.
- i) What do you mean by inter- cell movement? How can it be minimized?
- j) Explain the DBR Methodology.
- k) State the design and improvement aspects of JIT.
- l) Differentiate between process layout and product layout with examples.

**Part-III**

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

- Q3** What are the primary challenges faced by companies when adopting Flexible Manufacturing systems? How can these challenges be overcome? (16)
- Q4** "An ideal plant layout not only optimizes the space utilization but reduces material handling cost ". Elaborate the statement explaining essential of good plant layout and factors which are needed to be considered while adopting a particular type of layout. (16)
- Q5** Outline the key principles in scheduling. Explain the scheduling procedure and the factors affecting scheduling. (16)
- Q6** How does the design of a JIT system differ from traditional manufacturing setups, considering factors such as inventory management, production flow and supplier relationship? (16)

Registration No.:

--	--	--	--	--	--	--	--	--	--

Total Number of Pages: 02

Course: IMBA  
Sub\_Code: 16IMN903D

9<sup>th</sup> Semester Regular Examination: 2025-26

SUBJECT: Sourcing Management

BRANCH(S): IMBA

Time: 3 Hours

Max Marks: 100

Q.Code: U105

Answer Question No.1 (Part-I) 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 is crowd Sourcing?
- What is risk triggering?
- What is supplier score card?
- What is request for proposal?
- Briefly explain solicitation method.
- What do you mean by forced decision matrix?
- What is green sourcing? Give an example.
- What is cross cultural negotiation?
- What do you mean by Lot quantity Index?
- Differentiate between insourcing and out sourcing.

Part-II

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

(6 x 8)

- What are the dimensions of global sourcing? Explain.
- What do you mean by risk? Explain categories of risk.
- Explain merits and demerits of vendor rating.
- Explain benefits of vendor performance monitoring.
- Explain analytical tools in sourcing. Write advantages and disadvantages of foreign exchange currency management.
- Briefly explain the contract negotiation process.
- How to minimize the risk in global sourcing?
- What is value-based factors in sourcing planning and highlight with some examples.
- Mention some tools of performance monitoring in sourcing management.
- Supply management is directly proportional to sourcing management. Comment the statement.

- k) "Supplier evaluation and selection are the major ingredients for cost saving and effective". Explain.
- l) What is learning curve? How is it used in sourcing?

**Part-III**

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

- Q3** What is global sourcing? Explain its process, advantages, and disadvantages. (16)
- Q4** What is negotiation? Explain its functions and scope. (16)
- Q5** What are the factors involved self-certified vendor management? Explain. (16)
- Q6** a) Write advantages and disadvantages of E sourcing in detailed. (8 x 2)  
b) What are the steps involved to analyze quantity discount model?