



BIJU PATNAIK INSTITUTE OF IT & MANAGEMENT STUDIES

3rd SEMESTER (BATCH 2018-20)

CLASS TEST - I

Sales and Operation Planning (18MBA-304D)

Total Marks : 15

Time: 1 Hour

Q.1. All Questions are compulsory each questions carry 1 mark (1x5=5)

- a) What are the activities of operation management specifically involved in sales and operation planning ?
- b) Define forecasting in terms of capacity planning.
- c) Write all the stages of Operation Planning process.
- d) What are the sequential factors discussed in monthly meeting of SOP?
- e) How operation planning is different from sales operation planning?

Q.2. Answers any two of the following. (2.5x2=5)

- a) How is the S & OP process typically organized ?
- b) Why are many companies developing their S&OP processes?
- c) Explain the determinations of capacity planning.

Q.3. Answer any one of the following. (5x1=5)

- a) Define SOP. Write the need & function of Operation Planning Control.
- b) What is measures of capacity ? Explain all the types of capacity and identify the best capacity alternative.
