



# BIJU PATNAIK INSTITUTE OF IT & MANAGEMENT STUDIES

3<sup>rd</sup> SEMESTER (BATCH 2018-20)

## CLASS TEST - II

### Sales and Operation Planning (18mba-304D)

Total Marks : 15

Time: 1 Hour

I. All Questions are compulsory each questions carry 1 mark

(1x5=5)

1. Briefly explain various phases in operation planning control.
2. How design capacity is different from effective capacity ?
3. If utilization = 72%, actual output is 36 units / day, then find out the design capacity?
4. Define the term subcontracting.
5. What are the basic inputs of MRP ?

II. Answer any two of the following.

(2.5x2=5)

- a) Define demand forecasting & write its significance.
- b) Explain MPS.
- c) Explain the insights of TOC school of thought.

III. Answer any one of the following.

(5x1=5)

Q1. a) Define scheduling with types.

b) A salesman must travel from city to city to maintain his accounts. This week he has to leave his house and visit each other cities & return home. The table shows the distance (in km) between the various cities. The home city is city A. Determine the tour that will minimize the total distances of visiting all cities and sectoring home:

		To City				
		A	B	C	D	E
From City	A	-	375	600	150	190
	B	375	-	300	350	175
	C	600	300	-	350	500
	D	150	350	350	-	300
	E	190	175	500	300	-

Q2. Define capacity. Explain the determinants & types of capacity.

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