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Total Number of Pages : 02

Course: IMBA
Sub Code:16IMN903D

9TH Semester Regular/Back Examination:2022-23

SUBJECT: Sourcing Management

BRANCH(S): IMBA

Time : 3 Hour

Max Marks : 100

Q.Code : L115

Answer Question No.1 (Part-1) 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 are the different types of supplier Sourcing?
 - b) What are the reasons for outsourcing?
 - c) What are the challenges of global sourcing?
 - d) When making a sourcing decision, would you choose to sole source or multi source? Why?
 - e) What do you mean by Keriettsu?
 - f) Explain the concept of Green Sourcing? Give an example.
 - g) What are the costs associated with international purchasing?
 - h) What do you mean by Cost sharing contract?
 - i) What do you mean by drop shopping?
 - j) What do you mean by systematic risk?

Part-II

- Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)
- a) What is global sourcing? What are the advantages of global Sourcing?
 - b) What do you mean by sole sourcing? Explain its advantages and disadvantages
 - c) Describe how purchasing becomes aware of purchase requirements.
 - d) What is the difference between a purchase order and a blanket purchase order? What are the advantages of using blanket purchase order..
 - e) What are the important reasons for purchasing worldwide sourcing today?
 - f) How do international purchasing and global sourcing differ? Do you think the differences are meaningful? Why?
 - g) Why is negotiation such an important part of the purchasing process?
 - h) What information should a buyer gather about a supplier before entering a negotiation?
 - i) Under what conditions are short term contracts preferable to long term contracts?
 - j) Why do many firms attempts to avoid litigation in settling contract disputes?
 - k) Write a note on integrative pacific system.
 - l) What do you mean by Learning Curve? Explain its uses and limitations.

Part-III

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

- Q3** What are the factors that drive successful global sourcing programmes and what do you feel are the biggest obstacles to global sourcing. (16)
- Q4** What are the implications of e commerce on enforcing contracts? Where do you think the venue for resolution should be if a conflict arises? (16)
- Q5** Why is it important for purchasing managers to understand legal issues? Isn't that what lawyers are for? (16)
- Q6** Write short notes (16)
- (a) Describe the technique of using Triangle Talk to plan a sourcing negotiation.
 - (b) What are steps involved in contract negotiation?

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Course IMBA
Sub Code : 16IMN901D

9th Semester Regular / Back Examination: 2022-23

SUBJECT : Sales and Operation Planning

BRANCH(S): IMBA

Time : 3 Hour

Max Marks : 100

Q.Code : L009

Answer Question No.1 (Part-1) 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 group technology?
- b) Name four distinctive characteristics of service operations.
- c) Define routing in operations planning.
- d) What are the measures for forecasting error?
- e) What are the different stages of operations planning and control?
- f) Define capacity utilization.
- g) Define Design capacity.
- h) What is idle time on a machine?
- i) Give one example of MRP in services.
- j) Name two ERP package you know.

Part-II

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

- a) Discuss the need for operations planning.
- b) Draw a comparison of operations planning and control activities in manufacturing and service sector.
- c) What are the characteristics of a good forecasting method?
- d) Discuss the objectives of operation planning and control functions.
- e) Explain the Delphi technique for forecasting.
- f) Discuss the factors affecting MRP implementation.
- g) Discuss the mixed strategy for aggregate planning.
- h) Discuss the different costs involved with aggregate planning.
- i) Explain briefly the master production scheduling (MPS).
- j) Discuss the different types of capacity planning.

- k) Five jobs are waiting for the processing in a work center with the following processing time and due date. Find the average completion time using
- FCFS
 - EDD

Job	Processing Time	Due Date
A	6	8
B	2	6
C	8	18
D	3	15
E	9	23

- l) What is Theory of constraints (TOC)? Discuss

Part-III

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

- Q3** Discuss the major factors that influences the demand forecast. A company specializes in conducting the seminars, the data for last ten seminars is given below. Develop a forecasting model using exponential smoothing method and predict the enrollment for eleventh seminar. (16)
- | | | | | | | | | | | |
|------------|----|----|----|----|----|----|----|----|----|----|
| Seminar | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Enrollment | 34 | 40 | 35 | 39 | 41 | 36 | 33 | 38 | 43 | 40 |
- Q4** Discuss the importance of capacity planning. What are the capacity alternatives and how you can find out the optimum capacity. (16)
- Q5** Discuss in detail the role of ERP in operations planning and control. (16)
- Q6** Explain the need and objectives of materials requirement planning (MRP). Discuss the problems faced during designing, managing and using MRP system. (16)

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Total Number of Pages: 02

Course: IMBA
Sub Code: 16IMN902D

9th Semester Regular/Back Examination: 2022-23
SUBJECT : MANAGEMENT OF MANUFACTURING SYSTEM
BRANCH(S): IMBA

Time: 3 Hour
Max Marks : 100
Q.Code: L100

Answer Question No.1 (Part-1) 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 purpose Gantt chart solves?
- b) Differentiate between pull and push concept of Kanban.
- c) Outline the advantages of cellular manufacturing.
- d) Highlight the benefits of flexible manufacturing system.
- e) State the prime objectives of manufacturing process planning.
- f) Outline the basic concept of Kanban system.
- g) Differentiate between process layout and product layout.
- h) What is production flow analysis?
- i) Define CONWIP.
- j) Differentiate between production and manufacturing.

Part-II

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

- a) Briefly explain the concept of "control based on theory of constraints".
- b) Explain the various tools and techniques used for layout planning and analysis.
- c) State the qualitative analysis in cellular manufacturing.
- d) Explain the basic principles of JIT, highlighting the elements of JIT.
- e) Enumerate the types of Kanban system.
- f) State the design and improvement aspects of JIT.
- g) Describe the conceptual framework of Flexible Manufacturing System.
- h) How can minimization of inter-cell movement be achieved in a cellular manufacturing system?
 - i) Explain the process mapping in work environment.
 - j) Outline the constraints in manufacturing system.
 - k) Explain the DBR Methodology.
 - l) State the requirements for a smooth operation planning.

Part-III

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

- Q3** Explain in detail the prime functions of manufacturing management which are responsible for controlling the cost of production and increase profitability. (16)
- Q4** "Good 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** Explain the various steps involved in a production flow analysis (PFA).Also point out the advantages and disadvantages associated with it. (16)
- Q6** Define process mapping. What are the generic building blocks of process mapping? With a flow chart explain process mapping in work environment. (16)