

Seat No.	
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Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[4194]-101

P. G. D. M. L. M. (Semester - I) Examination - 2012

PRINCIPLES AND PRACTICES OF MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Question No. 1 is compulsory.*
- (2) Solve **any three** from the remaining.*
- (3) Figures to the right indicate full marks.*

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- Q.1)** Explain the term Management. Explain Scientific Management Theory of F.W. Taylor. **[25]**
- Q.2)** Define MBO. Explain process and benefits of MBO. **[15]**
- Q.3)** Define Planning. Explain Process of Planning. **[15]**
- Q.4)** Differentiate between Recruitment and Selection. What are the Sources of Recruitment ? **[15]**
- Q.5)** Differentiate between Training and Development. Explain On-the-Job Training Methods. **[15]**
- Q.6)** Define Motivation. Explain Maslow's Theory of Motivation. **[15]**
- Q.7)** What is the nature of Rational Decision-making ? Explain steps in Decision-making. **[15]**

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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4194]-102

P. G. D. M. L. M. (Semester - I) Examination - 2012

MATERIALS MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer *any five* questions.
- (2) All questions carry equal marks.

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- Q.1) What is the basic premise of 'ABC' Analysis ? Explain steps for making 'ABC' Analysis. Give examples.
 - Q.2) What are the major inputs to a MRP System ? What are the main objectives achieved by using Computerised MRP System ?
 - Q.3) Explain functions and responsibilities of Materials Manager from Forecasting to Disposal of Scrap.
 - Q.4) Explain signification of 'Standardisation' of Materials. What are the advantages and disadvantages of Standardisation ?
 - Q.5) Describe elements of Supply Chain Management. What are the effects of their interlinking ?
 - Q.6) Write a detailed note on 'Vendor Relation and Vendor Rating'.

Q.7) Write short notes : (Any Two)

- (a) E.O.Q.
 - (b) Logistics - Aims and Importance
 - (c) Best Material Handling System
 - (d) Safety Stock
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4194]-103

P. G. D. M. L. M. (Semester - I) Examination - 2012

LOGISTICS MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Attempt **any five** questions.*
- (2) All questions carry equal marks i.e. 14 each.*

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- Q.1)** Discuss Concepts of 'Integrated Logistics' and 'The Total Distribution' with significance of Logistics.
 - Q.2)** Define Logistics. Explain role of Outbound Logistics in case of Consumable Products.
 - Q.3)** Explain advantages and disadvantages of various Modes of Transportation of Goods in India.
 - Q.4)** Discuss in brief factors to be considered for taking decision on number of warehouses and their capacity for Agriculture Fertilizer Manufacturing Company.
 - Q.5)** Discuss phenomenon of 'Economics of Logistics' in Logistics Management.
 - Q.6)** What are the costs associated with Logistics ? Where and how you would like to reduce cost of Logistics ?

Q.7) Write short notes : (Any Two)

- (a) Logistics in International Trade
 - (b) Packaging
 - (c) Third Party Logistics
 - (d) Role of IT in Physical Distribution
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Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[4194]-201

P. G. D. M. L. M. (Semester - II) Examination - 2012

PHYSICAL DISTRIBUTION AND SUPPLY CHAIN MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.*
- (2) All questions carry equal marks.*

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- Q.1)** “Managing all functions related to Physical Distribution is challenging.” Explain this statement with details of all functions in order to satisfy Company’s Management and also Customer.
- Q.2)** “Marketing Channels are undergoing fast changes in terms of their role and responsibilities and support of infrastructure they require to have.” Explain this statement with reference to Automobile Products.
- Q.3)** Write nature and importance of Non-store Marketing Channels with the growing use of Information (Internet) and Telecom Technologies. (TCT)
- Q.4)** Explain Back End and Front End of Supply Chain and also write significance of efficient Management of both the parts of SCM with suitable example.
- Q.5)** Discuss meaning and importance of Logistic Management for any Service Organisation.
- Q.6)** Elaborate meaning of Value Chain for any Management Company. Also write various components of Value Chain Process.

Q.7) Write short notes : (Any Three)

- (a) Importance of Inventory Management
 - (b) Material Handling for any Export Company
 - (c) Retailing
 - (d) Just In Time
 - (e) Benchmarking Supply Chain
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Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[4194]-202

P. G. D. M. L. M. (Semester - II) Examination - 2012

INTERNATIONAL BUYING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) Answer **any five** questions.
- (2) All questions carry equal marks.

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- Q.1)** What do you understand by Buying Internationally ? Why do firms buy Internationally rather than Locally ?
- Q.2)** Analyse trends in India's imports during the post reforms phase. What according to you is the impact of liberalisation and globalisation on India's Imports ?
- Q.3)** Compare and contrast International Buying of Capital Goods and Consumer Goods.
- Q.4)** Explain role of Clearing and Forwarding Agents, Freight Brokers and Shipping Companies.
- Q.5)** Explain in detail role of Financial Institutions in International Trade.
- Q.6)** Explain in brief : **(Any Three)**
- (a) Off Shoring
 - (b) Global Sourcing
 - (c) Contract of Affreightment
 - (d) International Maritime Organisation

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