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P. G. D. M. L. M. (Semester - I) Examination - 2009
PRINCIPLES AND PRACTICE OF MANAGEMENT (PPM)
(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) *Question No. 6 is compulsory.*
- (2) *Solve **any three** questions from the remaining.*
- (3) *All questions carry equal marks.*

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-
- Q.1)** Elaborate contribution made by F. W. Taylor in the Evolution of Management. [15]
- Q.2)** Explain the term Organisation. Discuss various Organisation Structures. [15]
- Q.3)** Explain the term Decision-making. Discuss purpose and different principles of Managerial Decision-making. [15]
- Q.4)** Discuss importance and process of Controlling. [15]
- Q.5)** Mention different types of Performance Appraisal Systems. [15]
- Q.6)** Write short notes : (**Any Three**) [15]
- (a) MBO
 - (b) Decentralisation
 - (c) Planning Premises
 - (d) Organisation Culture
 - (e) Co-ordination

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P. G. D. M. L. M. (Semester - I) Examination - 2009
PRINCIPLES AND PRACTICE OF MANAGEMENT (PPM)
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

- (1) *Question No. 1 is compulsory.*
 - (2) *Solve **any 3** questions from the remaining.*
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- Q.1)** (A) Define Management. Explain contribution of Henry Fayol to Management Thought. [15]
- (B) Discuss different functions of Management. [10]
- Q.2)** Discuss in detail Concept of Centralisation and Decentralisation. [15]
- Q.3)** Explain different methods of Training and Development. [15]
- Q.4)** Define Controlling. Explain Process of Controlling. [15]
- Q.5)** Explain the term Co-ordination. Discuss different steps to bring effective Co-ordination. [15]
- Q.6)** Write short notes : (**Any Three**) [15]
- (a) M.B.O.
 - (b) Decision-making
 - (c) Sources of Recruitment
 - (d) Line and Staff Authority
 - (e) Organisation Culture

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P. G. D. M. L. M. (Semester - I) Examination - 2009

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)** Explain evolution of Materials Management from Purchasing to Integrated Materials Management.
- Q.2)** Explain Concept of Material Requirement Planning (MRP). Describe in brief inputs and outputs of MRP System.
- Q.3)** Define Purchasing. Discuss types of Purchasing in a Manufacturing Organisation.
- Q.4)** Explain how does ABC and FSW Analysis help organisations in controlling inventories ?
- Q.5)** State Concept of Economic Order Quantity Model. Describe with example Application of Modified EOQ Model.
- Q.6)** Explain procedure for Receipt and Issue of Material in a Raw Material Stores.
- Q.7)** Define Codification. Discuss types of Codification of Materials and their Application.

Q.8) Write notes : (Any Two)

- (a) Pricing Issues in Purchasing
 - (b) Material Planning
 - (c) Standardisation of Materials
 - (d) Objectives of Materials Management
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P. G. D. M. L. M. (Semester - I) Examination - 2009

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)** Explain the concept of Logistics. Enlist the Element of Logistics. Why has logistics gained importance in recent years ?
- Q.2)** State and briefly explain the alternative modes of Transport. Which factors should be considered for carrier selection of Dairy Industry ?
- Q.3)** Describe the role of protective packaging in meeting logistical objectives with examples.
- Q.4)** Explain role of IT in Warehousing and Physical Distribution.
- Q.5)** What are the costs associated with Logistics ? Explain them in detail.
- Q.6)** Explain in detail significance, role of Logistics in International Trade.
- Q.7)** Write short notes : **(Any Two)**
- (a) Third Party Logistics
 - (b) Customer Service Logistics
 - (c) Economics of Logistics
 - (d) The Total Distribution Concept

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[3693]-2

P. G. D. M. L. M. (Semester - I) Examination - 2009

MATERIALS MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

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

- Q.1)** Define Materials Management. Explain importance of integrated approach to Materials Management.
- Q.2)** What are various factors affecting Materials Planning ? Give examples.
- Q.3)** Write a detailed note on 'Classification of Inventories'.
- Q.4)** What is E.O.Q. ? What are the costs associated with EOQ ? Explain with graphical representation.
- Q.5)** Explain E.O.Q. Formats Step by Step.
- Q.6)** Explain the following :
 - (a) HML
 - (b) FSN
- Q.7)** Define Codification. Explain any one system of Codification. Give examples.
- Q.8)** Write short notes : **(Any Two)**
 - (a) GOLF, VED
 - (b) Standardisation
 - (c) 'ABC' Analysis
 - (d) Purchasing Procedure

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P. G. D. M. L. M. (Semester - II) Examination - 2009

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)** “Physical Distribution Decisions have to be responsive to the market conditions and hence are never Static.” Explain this statement with factors influencing decisions from company’s perspective and also customer’s point of view.
- Q.2)** What do you mean by Marketing Channels and what are the types of Channels ? Also write factors determining length of channels with suitable examples.
- Q.3)** “Importance of ‘Non-store Retailing’ is increasing in our country.” Explain this statement with its advantages and disadvantages with suitable examples.
- Q.4)** Define Distribution Logistics and write its elements that give logistic importance among other functional areas of Distribution Management.
- Q.5)** “A Good Supply Chain Management is important for providing Customer Value.” Discuss this statement with Value Chain Process.

Q.6) Write short notes : **(Any Three)**

- (a) Transportation and Material Handling
 - (b) Importance of Inventory Management
 - (c) Third Party Logistic
 - (d) Benchmarking the Supply Chain
 - (e) Wholesaling
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Total No. of Questions : 8]

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P. G. D. M. L. M. (Semester - II) Examination - 2009

INTERNATIONAL BUYING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions :

(1) Solve any five questions.

(2) All questions carry equal marks.

Q.1) Discuss nature and composition of Imports in India.

Q.2) Give Government Schemes for Buying Capital Goods and Consumer Goods Internationally.

Q.3) “Changes in Import Policies and Procedures are very important to Industries which depend on imports for their production.” Comment.

Q.4) What do you mean by INCOTERMS ? Discuss any three Incoterms.

Q.5) What role intermediaries are playing in International Buying in India ?

Q.6) Elaborate importance and scope of International Buying.

Q.7) Explain procedures and documentation of International Buying.

Q.8) Discuss International Purchasing Practices in detail.

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P. G. D. M. L. M. (Semester - II) Examination - 2009

PHYSICAL DISTRIBUTION AND SUPPLY CHAIN MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Attempt any four questions.*
 - (2) All questions carry equal marks.*
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-

- Q.1)** “A Retailer is the key component of the Supply Chain to the Final Consumer.” Discuss this statement giving role and functions of a Retailer.
- Q.2)** Critically analyse Components of Supply Chain Management. Describe integrated Supply Chain Planning and Vendor Development.
- Q.3)** Write importance of Physical Distribution in Marketing Management. Give difference between Intensive, Exclusive and Selective Distribution with suitable examples.
- Q.4)** Explain why businesses seek various Channels of Distribution ? How the firms motivate channels and resolve their conflicts ?
- Q.5)** Discuss various systems implemented with the help of Information and Communication Technology in reducing overall cost of physical distribution.
- Q.6)** Write notes : **(Any Three)**
 - (a) Inventory Planning and Management
 - (b) Reverse Logistics
 - (c) Cold Chain
 - (d) J. I. T.

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P. G. D. M. L. M. (Semester - II) Examination - 2009

INTERNATIONAL BUYING

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 60

Instructions :

- (1) Attempt *any four* questions.
 - (2) All questions carry equal marks.
-
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- Q.1)** Discuss necessity and scope of International Buying.
- Q.2)** What course of procedures need to be followed by an International Buyer ?
- Q.3)** Bring out distinctive features of the Purchase of Capital Goods and Consumer Goods from the International Markets.
- Q.4)** Examine Modes of Payment used in the International Trade. Which factors will influence their choice ?
- Q.5)** Explain role of intermediaries in the context of International Purchasing.
- Q.6)** Discuss nature of Composition of Imports in India.
- Q.7)** Write notes : **(Any Three)**
 - (a) Risk in Transit
 - (b) Dock Dues
 - (c) Indents
 - (d) Insurance
 - (e) Certificate of Origin

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