GL BAJAJ
Institute of Management & Research, PGDM Institute
Greater Noida
FIND YOUR SPARK

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POST GRADUATE DIPLOMA IN MANAGEMENT (2023-24)
END TERM EXAMINATION (TERM -IV)

Subject Name: **Material and Purchase Management**	Time: **02.00 hrs**
Sub. Code: **PGO41**	Max Marks: **40**

Note:

All questions are compulsory. Section A carries 5 marks: 5 questions of 1 mark each, Section B carries 21 marks having 3 questions (with internal choice question in each) of 7 marks each and Section C carries 14 marks one Case Study having 2 questions of 7 marks each.

Kindly write the all the course outcomes as per your TLEP in the box given below:

CO1- Understand theoretical and practical aspects of materials and purchase management.
CO2- Apply theoretical knowledge in the key decision-making areas like production, price negotiation modern material planning and delivery systems
CO3- Develop ability to assess and solve materials and purchase related problems effectively and efficiently.
CO4- Analyze the materials management data with mathematical models and IT tools for improving overall business performance.

SECTION - A

Attempt all questions. All questions are compulsory.   **1×5 = 5 Marks**

Questions	CO	Bloom's Level
Q. 1: (A). List down the major functions of materials management. **Q. 1: (B)**. Differentiate the term Value Analysis and Value Engineering **Q. 1: (C).** Enumerate the fundamental principles of public buying. **Q. 1: (D).** Point out the different types of negotiations in purchasing management**.** **Q.1: (E).** Differentiate between Purchase Order and Blanket Purchase Order.	CO1	L2, L3

SECTION – B

All questions are compulsory (Each question have an internal choice. Attempt any one (either A or B) from the internal choice)   **7 x 3 = 21 Marks**

Questions	CO	Bloom's Level
Q. 2: (A). Discuss the risks to be considered by purchase material manager of retail organizations. **Or** **Q. 2: (B).** Elaborate the objectives should be kept in mind while planning and design of stores should be carried out? (internal choices with two questions corresponding to the same CO) **Q. 3: (A).** Differentiate the basics and FSN Analysis with examples in E-commerce organizations. **Or** **Q. 3: (B). Discuss the** concept of EOQ model and its convention in controlling	CO2	L3, L4

Inventory.	CO2	L4, L5
Q. 4: (A). Describe Vendor rating in an organization. Briefly explain how an organization will select a suitable vendor and various measures for vendor development.		
Or	CO3	L4, L6
Q. 4: (B). "Material Handling, Transportation, Warehousing and Inventories are four pillars on which the building of logistics is constructed." Comment on this statement.		

SECTION - C

Read the case and answer the questions   **7×02 = 14 Marks**

Questions	CO	Bloom's Level
Q. 5: Case Study: Super Sounds, Inc. (Super Sounds) is a leading specialty retailer founded more than 60 years ago in Cleveland, Ohio. The store provides a vast array of items to inspire accessories of all kinds. The company aims to meet its customers' needs not only with its products but also with the services and advice to help with their needs. Thus, customer service is an essential element of Super Sounds' successful retail model. The shop is in a storefront location on a busy street and it has limited storage space for inventory. Recently, as demand for its few products has increased, management has had difficulty in managing the inventory. They frequently run out of some crucial products but seem to have endless supply of others. Hence the management of Super Sounds understood the value of managing inventory to satisfy customers and to bring down inventory costs. Obviously, having excess inventory will have huge inventory costs. To reduce costs in an inventory system, the focus should be on certain important high valued items. In this context, a management trainee provided a solution to the problem, by suggesting ABC analysis for their needs. This ABC classification process helped manage the inventory properly. The implementation of the ABC Analysis became a key element of supply chain and inventory management across Super Sounds stores. Questions: **Q. 5: (A).** Critically analyze the case as the material manager and discuss how ABC analysis is used in inventory management in the above case. **Q. 5: (B).** Suggest as an operation manager, the most satisfying thing that You have found lacking in above case.	CO4	L5, L6

Kindly fill the total marks allocated to each CO's in the table below:

COs	Marks Allocated
CO1	5 Marks
CO2	14 Marks
CO3	7 Marks
CO4	14 Marks

(Please ensure the conformity of the CO wise marks allocation as per your TLEP.)

Blooms Taxonomy Levels given below for your ready reference:

L1= Remembering
L2= Understanding

L3= Apply
L4= Analyze
L5= Evaluate
L6= Create