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**[5183]-11**

**P.G.D.M.L.M. (First Semester) EXAMINATION, 2017**  
**101 : PRINCIPLES AND PRACTICES OF MANAGEMENT**  
**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Question No. 1 is compulsory.  
(ii) Solve any *three* questions.

1. Management is getting things done through and with people. What are the critical functions for achieving this goal ? [25]
2. Explain controlling and explain different techniques of controlling. [15]
3. Manager is essentially a decision-maker. What are the critical steps managers undertakes while taking complex decisions ? [15]
4. Differentiate between Recruitment and Selection. What are the sources of Recruitment ? [15]
5. Define organization process. Explain the centralization and decentralization with its effective use in organization. [15]
6. Differentiate between training and development. Explain On-the-Job Training Methods. [15]
7. How the successful managers play a key role in motivating, leading and communicating in the organization ? [15]

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**[5183]-12**

**P.G.D.M.L.M. (First Semester) EXAMINATION, 2017**

**102 : MATERIALS MANAGEMENT**

**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Answer any *five* questions.

(ii) *All* questions carry equal marks.

1. Explain the concept and significance of Integrated Approach to Materials Management.
2. What is Material Requirement Planning (MRP) system highlighting inputs and output ? State advantages of MRP system over conventional methods of inventory control.
3. Enlist documents used in purchase and storage of materials in a automobile industry. Describe functions and contents of any two documents used in purchasing/stores operations.
4. Discuss basis and application of ABC and FSN analysis with examples.
5. Discuss with examples the standardisation and codification of materials.
6. What is EOQ ? Derive EOQ formula.
7. Discuss merits and demerits of Inventories.

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**[5183]-13**

**P.G.D.M.L.M. (First Semester) EXAMINATION, 2017**

**103 : LOGISTICS MANAGEMENT**

**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks. (i.e. 14 marks each)

(iii) Draw neat diagrams and illustrations supportive to your answer.

1. Why logistics management is gaining importance in today's organizations ? Discuss. [14]
2. What is role of IT in Logistics Management ? Explain warehousing and physical distribution in briefly. [14]
3. Why are business today focusing on the economics of logistics ? Discuss. [14]
4. The role of logistics in International Trade is very prime. Explain with examples. [14]

P.T.O.

5. What are the costs associated with logistics ? Where and how you would like to reduce cost of logistics ? [14]
6. What is role of logistics in customer service strategy ? Explain with suitable example. [14]
7. Write short notes on (any *two*) : [14]
- (i) Third Party Logistics
  - (ii) Total Distribution concept
  - (iii) Customer service logistics
  - (iv) Material Handling Transportation System.

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**P.G.D.M.L.M. (Second Semester) EXAMINATION, 2017**

**201 : PHYSICAL DISTRIBUTION AND**

**SUPPLY CHAIN MANAGEMENT**

**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Attempt any *five* questions.

(ii) *All* questions carry equal marks i.e. **14** marks.

1. What is the scope of physical distribution ? Should middle man be eliminated in physical distribution ? [14]
2. What are the factors considered while selecting the channel of distribution ? Explain with appropriate example. [14]
3. State the role of retailer and wholesalers. What are the major channels prevailing in India ? [14]
4. “A Supply chain has to be carefully designed.” State your views considering the example of toy manufacturer. [14]
5. How will you evaluate the performance of Supply Chain Management ? [14]

P.T.O.

- 6.** Information is the key to supply chain. Explain the technological aspect in supply chain. [14]
- 7.** Write short notes on : [14]
- (a) Distribution Policies and Strategies
  - (b) Channels of distribution.

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**P.G.D.M.L.M. (II Sem.) EXAMINATION, 2017**

**202 : INTERNATIONAL BUYING**

**(2008 PATTERN)**

**Time : Three Hours**

**Maximum Marks : 70**

**N.B. :—** (i) Solve any *five* questions out of seven.  
(ii) *All* questions carry equal marks.

1. State the international purchasing practices and its importance in International Trade. [14]
2. Explain the role of 'Mode of Payment in International Buying'. [14]
3. Describe the nature and composition of imports in recent times in India. [14]
4. State the difference between procedures, nature of buying capital goods and consumer goods internationally. [14]
5. Globalisation changed the concept of buying and sourcing of goods beyond national boundaries. Explain. [14]
6. Enumerate various financial institutions and their role in international purchasing and trade. [14]
7. State the documentation procedure involved in International Buying. [14]

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