

Total No. of Questions—7]

[Total No. of Printed Pages—1

Seat No.	
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[5383]-11

P.G.D.M.L.M. (I SEM.) EXAMINATION, 2018

101 : PRINCIPLES AND PRACTICE OF MANAGEMENT

(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

- N.B.** :— (i) Question No. 1 is compulsory.
(ii) Attempt any *three* questions from remaining.
(iii) Figures to the right indicate full marks.

- Q.1 Define Management. Explain different approaches to Management. 25
- Q.2 Define MBO. Explain process and benefits of MBO. 15
- Q.3 Planning is looking ahead and control is looking back. Illustrate. 15
- Q.4 Explain the term Recruitment and explain various Sources of Recruitment. 15
- Q.5 Differentiate between Training and Development. Explain On-the-Job Training Methods. 15
- Q.6 What factors are considered while recruitment and selection process of employees? 15
- Q.7 Define Organizing. Explain the term Centralization and Decentralization 15

Total No. of Questions—7]

[Total No. of Printed Page—1

Seat No.	
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[5383]-12

P.G.D.M.L.M. (First Semester) EXAMINATION, 2018
102 : MATERIALS MANAGEMENT
(2008 PATTERN)

Time : Three Hours

Maximum Marks : 70

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

(ii) *All* questions carry equal marks.

Q1) Explain concept and importance of Integrated Approach to materials management. [14]

Q2) Enlist the documents used in purchase and storage of material in a manufacturing organisation. Describe functions and contents of any two documents used in purchasing/stores operations. [14]

Q3) Describe basis and application of ABC and FSN analysis with examples. [14]

Q4) Explain the concept of E.O.Q. and derivation of E.O.Q. formula. [14]

Q5) What is MRP and describe its input and their relationship. [14]

Q6) Explain functions and responsibilities of materials manager from forecasting to disposal of scrap. [14]

Q7) Write short notes (any two) : [14]
a) Safety stock
b) Modified E.O.Q.
c) Merits and Demerits of inventories
d) Bills of materials.

Total No. of Questions—7]

[Total No. of Printed Pages—1

Seat No.	
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[5383]-13

P.G.D.M.L.M. (I SEM.) EXAMINATION, 2018

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.

Q1) Explain Logistics Management. Discuss the Total Distribution concepts. [14]

Q2) How information technology is playing important role in warehousing. Discuss with suitable example. [14]

Q3) Discuss phenomenon of 'Economics of Logistics' in logistics management. [14]

Q4) Explain advantages and disadvantages of various modes of transportation of goods in India. [14]

Q5) How logistics is applied in International Trade? [14]

Q6) Explain in detail developing Customer service strategy with suitable example. [14]

Q7) Write short notes on **any two**. [14]

- Physical Distribution
- Material Handling system
- Customer service Logistics
- Cost associated with logistics.

[5383]-13

Total No. of Questions—7]

[Total No. of Printed Pages—2

Seat No.	
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[5383]-21

P.G.D.M.L.M. (Second Semester) EXAMINATION, 2018
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. Physical distribution is the backbone of product base companies.
Comment [14]
2. Why are distribution strategies important to an organization ? Explain
with the help of Milk distribution company. [14]
3. What are the various elements of logistics ? Detail out the cost
element in logistics. [14]
4. Explain the role of Retailers and wholesalers in physical distribution.
[14]
5. How do you evaluate the performance of the supply chain ? What
are various performance indicators of supply chain. [14]

P.T.O.

6. Evaluate the role of information technology in efficient supply chain. [14]

7. Explain benchmarking of supply chain in retailing with reference to Wal-Mart stores. [14]

Total No. of Questions—7]

[Total No. of Printed Pages—1

Seat No.	
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[5383]-22

P.G.D.M.L.M. (II Semester) EXAMINATION, 2018

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. Globalisation compelled the organisation to see beyond national boundaries. Explain the above statement in the light of international buying.[14]
2. State the importance of International purchasing practices in international trade. [14]
3. Explain the role of 'mode of payment' in international buying.[14]
4. Describe the nature and composition of imports in recent times in India. [14]
5. State the nature and difference in buying process of Consumer Goods and Capital Goods in detail. [14]
6. Role of intermediaries in international purchasing is critical for international Trade for any economy. Explain. [14]
7. State the documentation procedure involved in international buying. [14]