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SEAT No. :

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P.G.D.M.L.M.

101:PRINCIPLES AND PRACTICES OF MANAGEMENT

(2008 Course) (Semester-I)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Question No 1 is compulsory.*
- 2) *Solve any three questions.*

Q1) a) Define the term 'Management'.

b) Explain in brief, the following approaches to Management Scientific Approach, Systems Approach, and Contingency Approach

[25]

Q2) Define the term 'planning'. Describe various steps in planning.

[15]

Q3) What do we mean by the terms 'Formal and Informal' organizational structures? Compare and contrast line, staff and functional authority.

[15]

Q4) What are the important steps undertaken for training employees? Elaborate with suitable examples.

[15]

Q5) Discuss various models of Decision- making.

[15]

Q6) Define control. What are the tools and techniques of control?

[15]

Q7) What do we mean by 'coordination?' Explain principles of coordination in the organization.

[15]



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P.G.D.M.L.M.

**102 : MATERIALS MANAGEMENT
(2008 Pattern) (Semester-I)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) What is purchase cycle? Explain with the help of well labelled diagram. Give relevant examples. **[14]**

Q2) Explain the objectives material management. Describe how profits can be minimized through effective materials management? **[14]**

Q3) What is MRP and describe its input and their relationship. **[14]**

Q4) Explain ABC analysis? Explain the steps for making ABC inventory analysis giving examples. **[14]**

Q5) Describe in brief basis and application of ABC, GOLF and HML analysis. **[14]**

Q6) Explain EOQ model and its limitations. **[14]**

Q7) Write short notes on (Any Two): **[14]**

- a) Stock out cost.
- b) Bills of Material.
- c) Inventory turn over ratio.
- d) Safety stock.



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P.G.D.M.L.M.

**103: LOGISTICS MANAGEMENT
(2008 Course) (Semester -I)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Explain the concept Integrated logistics. How are today's organisations using it for their benefits.

Q2) Explain the process of Physical Distribution. What is the role of Information Technology in it.

Q3) Logistics is the most important function of an organisation when it comes to "cost". Comment.

Q4) The role of logistics in International Trade is very prime. Explain with examples.

Q5) How can logistics function enhance customer service.

Q6) Detail out the third party logistics function.

Q7) What are the different modes of transportation. How does material packaging support the Transportation system.

Q8) Explain the significance of logistics in Business.



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P.G.D.M.L.M.

**201 : PHYSICAL DISTRIBUTION & SUPPLY CHAIN MGT.
(2008 Pattern) (Semester - II)**

Time : 3Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) Attempt any five Questions.*
- 2) Each Question carries 14 marks.*

- Q1)* Discuss in brief the activities that are performed in physical distribution. How is each activity significant.
- Q2)* What are the purposes and forms of distribution channel?
- Q3)* Elucidate the various cost in physical distribution system.
- Q4)* What are the factor considered in choosing appropriate channel? Explain with a suitable example.
- Q5)* Discuss the role of SCOR modelling in supply chain management performance measurement.
- Q6)* Why is IT the key component of SCM system? Elaborate it with reference to Online shopping.
- Q7)* Benchmarking Supply Chain is a vital tool in maintaining world class status. "Comment".
- Q8)* Should middleman be eliminated in the physical distribution. Express your views.



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P.G.D.M.L.M.

**202 : INTERNATIONAL BUYING
(2008 Pattern) (Semester-II)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) Discuss in detail role of international buying.

Q2) Write a short note on pros & cons of international purchasing practices.

Q3) Explain any two documents related to custom clearance/imports in international buying.

Q4) Explain in brief, with reference to international buying,

- a) Customs House Agent.
- b) Shipping companies.

Q5) Explain role of financial institutions in international buying

Q6) Briefly explain procedure for international buying of consumer goods.

Q7) Write a note on “composition of Indian Imports and its evolution post liberalization”.

