

Total No. of Questions : 7]

SEAT No. :

P3102

[4889] - 11

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P.G.D.M.L.M. (Semester - I)
PRINCIPLES AND PRACTICES OF MANAGEMENT
(2008 Pattern)

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 contributions of the following thinkers in the development of management principles.
i) F.W. Taylor
ii) Henry Fayol
iii) Elton Mayo **[25]**
- Q2)** Planning is looking ahead and control is looking back. Illustrate. **[15]**
- Q3)** Define organization process. Explain the centralization and decentralization with its effective use in organization. **[15]**
- Q4)** What is difference between the terms training and development? Explain any two on the job methods of training. **[15]**
- Q5)** Manager is more of motivator, leaders and communicator. Explain with suitable examples. **[15]**
- Q6)** Define control. What are the tools and techniques of control? **[15]**
- Q7)** Explain nature and principles of Decision-making. **[15]**



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SEAT No. :

P3103

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[4889] - 12

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

102 : MATERIALS MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Attempt any five questions.*
- 2) *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.



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SEAT No. :

P3104

[4889] - 13

[Total No. of Pages : 1

P.G.D.M.L.M. (Semester - I)
103 : LOGISTICS MANAGEMENT
(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Attempt any five questions.*
- 2) *All questions carry equal marks. (i.e. 14 marks each)*
- 3) *Draw neat diagrams and illustrations supportive to your answer.*

Q1) What is logistics management? Explain in brief objectives and significance of logistics. **[14]**

Q2) What is the purpose of network design? Explain role of distribution in supply chain. **[14]**

Q3) “Material handling does not add value to the product but adds to the cost”
Comment. **[14]**

Q4) Explain role of transportation. Discuss transportation economics and pricing. **[14]**

Q5) What is logistics information system? Explain role of IT in supply chain. **[14]**

Q6) Discuss the concept of logistics management Explain brief Economics of logistics. **[14]**

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

- a) Integrated Logistics
- b) Physical Distribution
- c) Role of Packaging
- d) Customer service strategy



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SEAT No. :

P3105

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

**201 : PHYSICAL DISTRIBUTION AND SUPPLY CHAIN
MANAGEMENT
(2008 Pattern)**

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

- 1) *Attempt any five questions.*
- 2) *Each questions carry 14 marks.*

Q1) Why is physical distribution a key component of any business organisation
Explain

Q2) State various channels of distributions? What is the role of channel members
in physical distribution

Q3) What is the role of wholesaler & Retailer in distribution channel.

Q4) Explain various cost associated with physical distribution How does these
cost impact the supply chain.

Q5) Give the brief overview of supply chain Management. How are organisation
reaping rewards of modern SCM approach.

Q6) What factors should be considered in selection of appropriated distribution
channels. Explain with a example of electronics goods manufacturing
company.

Q7) Explain the role of IT in e-business model and its relationship with global
SCM

Q8) Benchmarking the supply chain is the need of todays organisation comment



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SEAT No. :

P3106

[4889] - 22

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

202 : International Buying

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 70

Instructions to the candidates:

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

Q1) What are major reasons for firms buying internationally? What are the risks associated with international buying?

Q2) Explain in brief various international purchasing practices

Q3) Explain custom clearance procedure for institutional import consignment in Indian context

Q4) In what way international buying of capital goods differ from that of consumer goods?

Q5) Explain the role of following intermediaries in international buying

- a) Freight Forwarder
- b) Customs House Agent

Q6) Explain letter of credit as mode of payment in international buying clearly indicating parties involved and role of each party

Q7) What are various exchange control regulations for imports in India?

Q8) What are Incoterms? Explain any two incoterms used in international buying.

