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**MBA**  
**(SEM IV) THEORY EXAMINATION 2021-22**  
**SOURCING MANAGEMENT**

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**Time: 3 Hours****Total Marks: 100****Note: :** Attempt all Sections. If require any missing data; then choose suitably**SECTION A**

- 1. Attempt all questions in brief. 2x10 = 20**
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| a. Explain sourcing.                             | CO1 |
| b. Define purchasing cycle.                      | CO1 |
| c. What do you mean by vendor rating             | CO2 |
| d. What are the various categories of suppliers? | CO2 |
| e. Discuss the objectives of pricing.            | CO3 |
| f. Define negotiation                            | CO3 |
| g. What is tendering?                            | CO4 |
| h. What do you mean by public buying?            | CO4 |
| i. Define GST.                                   | CO5 |
| j. Define procurement.                           | CO5 |

**SECTION B**

- 2. Attempt any three of the following: 10x3 = 30**
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| a. Discuss the important characteristics that a purchasing manager should possess. | CO1 |
| b. Describe the vendor rating process in detail.                                   | CO2 |
| c. What do you mean by material handling? Discuss in detail.                       | CO3 |
| d. Discuss the various types of pricing strategies in detail.                      | CO4 |
| e. Write a detailed note on the fundamental principles of public buying.           | CO5 |

**SECTION C**

- 3. Attempt any one of the following: 10x1 = 10**
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| a. Discuss the various risks to be considered by purchase manager. | CO1 |
| b. Write a note on sourcing vs procurement with proper examples.   | CO1 |
- 4. Attempt any one of the following: 10x1 = 10**
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|---|-----|
| a. Discuss various factors affecting the selection of optimal supplier with suitable example.                                 | CO2 |
| b. What is the advantage of measuring the performance of Supplier? Also discuss various methods to measure their performance. | CO2 |
- 5. Attempt any one of the following: 10x1 = 10**
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|--|-----|
| a. What do you mean by the material handling? Discuss.                         | CO3 |
| b. What are the advantages of vendor process capability? Explain with example. | CO3 |
- 6. Attempt any one of the following: 10x1 = 10**
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|--|-----|
| a. What do you mean by pricing? Discuss various objectives of pricing.                               | CO4 |
| b. Discuss the skills for successful negotiating. Also explain the various obstacles to negotiation. | CO4 |
- 7. Attempt any one of the following: 10x1 = 10**
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| a. What do you mean by e-tendering? Discuss the process of e-tendering businesses? | CO5 |
| b. Explain the important features of The Indian Contract Act, 1872.                | CO5 |