

Roll No.

57041

BBA 5th Semester (N.S.)

Examination–November, 2014

Purchasing and Material Management

Paper-bba-501

Time : 3 hours

Max. Marks : 80

Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard will be entertained after the examination.

Note : Attempt **five** questions in all. Q. No. 1 (Section A) is **compulsory**. From Section B, attempt **four** questions (**one** questions from each unit). All questions carry equal marks.

SECTION A

1. (a) Discuss the role of purchasing.
(b) What is right time?

- (c) Explain the meaning and benefits of standards.
- (d) When should an item be made?
- (e) What are the objectives of materials management?
- (f) What is value analysis?
- (g) Highlight the importance of stores layout.
- (h) What is materials logistics?

SECTION B

Unit I

2. How can purchasing help in reducing materials cost? How is the right quantity determined?
3. Explain the importance and forms of organisation of purchase management.

Unit II

4. What is right quality? How is it determined? What are the benefits of right quality?

5. Explain the meaning and objectives of negotiation. What should be the qualities of a good negotiator?

Unit III

6. Discuss the functions and organisation of materials management.
7. Using suitable examples, explain the advantages and process of value engineering.

Unit IV

8. Explain the importance and functions of stores management.
 9. Write notes on:
 - (a) Inventory control of spare parts
 - (b) Material handling
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