

I – MANAGEMENT PRINCIPLES & MANAGERIAL ECONOMICS

- N.B. : i) Attempt **THREE** questions from each section.
Question No.5 and 10 being **compulsory**.
ii) Answers to **TWO SECTIONS** must be written in
SEPARATE ANSWER BOOKS.
iii) Figures to the right indicate full marks for the Question.
iv) Total No. of Questions is **TEN**.

SECTION - I : MANAGEMENT PRINCIPLES

[50 MARKS]

1. Describe general principles of management as given by Henry Fayol. [20]
2. What is MBO (Management by Objectives)? What are the steps involved in it? [20]
3. Explain the process of Communication. What are the barriers of communication and how do you overcome them? [20]
4. Explain various steps in Control Process. What is Social Audit? [20]
5. Write short notes on any **TWO** of the following: [10]
 - a) Management both as science and art.
 - b) Span of Management
 - c) Delegation of Authority
 - d) Manpower Planning.

SECTION - II : MANAGERIAL ECONOMICS

[50 MARKS]

6. a) Define Managerial Economics. How is Economics useful for Managers?
b) Differentiate between Micro Economics and Macro economics. [20]
7. a) Explain the Law of Demand. [20]
b) What are the assumptions and exceptions to the Law of Demand?
8. Explain in brief: [20]
 - a) Fixed Cost and Variable Cost.
 - b) Economies of scale
9. a) What are different classification of market structure? Point out their characteristics. [20]
b) What is price discrimination?
10. Write short notes on any **TWO** of the following: [10]
 - a) Break Even Analysis
 - b) Price methods
 - c) Objectives of Monetary Policy
 - d) Dear Money Policy and Cheap Money Policy.

Last Date - 5th Jan 2011
With Late Fee - Rs - 500/- 25 Jan 2011

II – PURCHASING MANAGEMENT

- N.B. : i) Attempt **THREE** questions from each section.
Question No.5 and 10 being compulsory.
- ii) Answers to **TWO SECTIONS** must be written in the
SAME ANSWERBOOK.
- iii) Figures to the right indicate full marks for the Question.
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SECTION – I

[50 MARKS]

1. Real Profit can also be earned thro' Cost (Reduction) & not only thro' price (sales). Explain this statement in detail W.R.T total cost (Cost reduction) concept. [20]
2. Explain 5 R Principles in brief. Explain Learning Curve, EOQ & Lead Time in detail for corresponding 3Rs. of Purchase. [20]
3. Explain the pre-order part of purchase cycle with each step in detail. Under what circumstances, Two Bid Tendering System should be used. Also mention advantages & disadvantages of this system. [20]
4. Explain the mechanism of a (Legal) contract. Explain the essentials of PO w.r.t Legal aspects. Also mention the difference between warranty & condition. [20]
5. Write short note on any **TWO** of the following : [10]
 - a) Power & Duties of an Arbitrator
 - b) Flexibility & Monitoring of Purchase Budget.
 - c) Vendor Registration
 - d) Centralisation V/s Decentralisation of Purchase

SECTION – II

[50 MARKS]

6. Write the criteria for design and importance of standard forms used in purchase department. Explain in detail any three standard forms being used most commonly in purchase dept of most of the organizations. [20]
7. Mention and explain the causes of incurring unnecessary cost. Explain the formula, fundamental & mechanism of value engineering and its advantages (Benefits with few examples). [20]
8. Mention the steps involved in preparing a Lease Agreement. Explain Utility, advantages & disadvantages, compared to outright buying. [20]
9. Under what circumstances (Situation) negotiation is beneficial. Explain the criteria for negotiation to be carried out for project procurement or high value proposals which are being procured for the first time. [20]
10. Write short notes on any **TWO** of the following : [10]
 - a) Types of records to be maintained by purchase dept.
 - b) Types of Values (in regard to Value Analysis.
 - c) Ancillary Industries
 - d) DGS & D.

III – INVENTORY MANAGEMENT

- N.B. : i) Attempt any **FIVE** questions.
ii) All questions carry equal marks.
iii) Total No. of Questions is **TEN**.

1. a) Integrated materials management is essential in the present environment and culture in the country. Explain. [10]
b) What role does codification play to support integrated materials management? [10]
2. a) What do you mean by "Inventory Control"? What are the various selective inventory control techniques? [10]
b) Explain the mechanics of ABC Analysis. [10]
3. Distinguish between any TWO of the following : [20]
a) Inventory ordering cost and Inventory carrying cost.
b) Surplus & obsolete materials.
c) Fixed order Quantity system and Fixed period system.
4. Following information is available regarding inventory problem in a company.
Annual Requirements = 18000 Units
Ordering cost = Rs.50/-
Per unit cost = Re.1/-
Inventory carrying cost = 20% of the cost.
Company policy is to have one month's stocks as safety stock.
Determine →
a) Economic Order Qty. [5]
b) Maximum stock [5]
c) Minimum stock [5]
d) Average Inventory. [5]
5. Find the economic order Quantity & Total system cost for an item with discounts as follows : [20]

<u>QTY</u>	<u>Discount</u>
$0 \leq Q < 1000$	0%
$1000 \leq Q < 5000$	2%
$5000 \leq Q$	5%

- Annual Demand = 64000 Units
Ordering Cost = Rs.10/- per order
Inventory cost = 20% of the unit cost
Price per unit = Rs.10/-
6. a) Explain the meaning & importance of supply chain management. [10]
b) What are the benefits of materials requirements planning? [10]
7. a) Explain the meaning & importance of ratio analysis. [10]
b) Calculate the current ratio & quick ratio from the following : [10]
Current Assets = 18,00,000
Current Liabilities = 7,00,000
Inventory values = 3,00,000.

8. Probability distribution of monthly sales of an item is as follows : [20]

Monthly Sales	0	1	2	3	4	5	6
Probability	0.01	0.06	0.25	0.35	0.2	0.08	0.05

Cost per unit = Rs.400/-

Selling price per unit = Rs.1000/-

If unsold during the month, it is of no use to the organization.

- Determine optimum stock that minimizes the cost.
- How much stock organization should have to cover 90% of risk & 96% of risk.
- Also obtain service level of monthly stock = 5 units.

9. Explain the working capital. How gross working capital is different from the net W/C? Why is it considered as a tool to find out Co's liquidity position? [20]

10. Write short notes on any **FOUR** of the following : [20]

- Inventory Motives.
- Just-in Time
- Manufacturing resource Planning
- Significance of Safety stock in Inventory management
- Lead time & cycle time.
- Tandon Committee norms for inventory.

IV –STORES MANAGEMENT, TRANSPORTATION & MATERIALS HANDLING

- N.B. : i) Attempt any **FIVE** questions.
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1. What means are used for the Materials Handling in a Store? What factors would you consider for introducing automation in stores?
2. Summarize the various factors, which must be considered while deciding the size and location of the Stores in an organisation. What are the advantages of a Central Store?
3. Who is responsible for the classification and standardisation of Materials? What is the need of codifying materials? Who gains from this activity? What role do Bar Codes play in a modern store?
4. Discrepancies between stock records and physical stocks of components in a Store are causing disruption of production. Explain how discrepancies occur and state what methods would you consider to reduce them.
5. What are the principal methods of pricing the materials issued from Stores to Production Department? Describe each of them briefly.
6. Outline the cycle of operations involved when a consignment of material is taken by the receiving store of a factory. State the importance of paperwork in a Store.
7. What do you mean by layout of stores? What factors influence the decision of stores layout? Enumerate the advantages and disadvantages of centralised stores system.
8. What do you understand by the terms "Obsolete", "Surplus" and "Scrap"? How would you prevent accumulation of such materials in your store? What recommendations would you make for speedy disposal off these items?
9. What do you understand by 'Preservation' of materials and what are the precautions to be taken to prevent deterioration of the following items in your stock:
(a) Chemicals (b) Paint (c) Dairy products (d) Cement
10. Write detailed notes on any **FOUR** of the following topics:
 - a) Need for Insurance cover in a store
 - b) 'Security and Safety' of a storehouse
 - c) Importance of transportation management in stores
 - d) Packaging & Labelling
 - a) OR techniques and its relevance to stores
 - b) Differentiate between Quality and Inspection.

**V – ORGANISATION FOR MATERIALS MANAGEMENT :
COMPUTERISATION OF MATERIALS MANAGEMENT**

- N.B. : i) Attempt **THREE** questions from each section.
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SECTION - I : ORGANISATION FOR MATERIALS MANAGEMENT [50 MARKS]

1. In the modern era of globalised economy and competitive market, Materials Manager has to play a vital role in the profitability of the organization. Do you agree? Explain with the example how a materials manager can contribute to the profitability of the organization. [20]
2. Explain importance of coordinated harmonious relationship of materials management department with other departments of an organization. How it affects the performance of an organization as a whole. [20]
3. What are the objectives of materials management in an organization. An Integrated Materials management approach is essential for achievement of objectives of an organization in general and materials management in particular. Substantiate the statement with example. [20]
4. A large Indian company, a market leader in its fields is in the highly competitive business of manufacture of chemicals, cement and telecom services having multi location plants/units. With liberalization of economy and entry of MNCs, the company has started facing lot of competition and threats. The Company is in the process of re-engineering of its organization structure to retain its market leadership. You have been appointed as a consultant by the above company to advise them right type of organization structure of materials management department which best suits their re-engineering needs. Explain which organization structure you are going to recommend giving your justifications for the same. [20]
5. Write short notes on any **ONE** of the following: [10]
 - a) E.O.Q
 - b) CPM & PERT concept in Materials Management.
 - c) ABC analysis
 - d) Physical verification and its importance.

SECTION - II : COMPUTERISATION OF MATERIALS MANAGEMENT [50 MARKS]

6. What is a computer? Explain various elements of computer system with a schematic diagram. [20]
7. Describe five generations of computer evolution. [20]
8. You have been appointed as Head of a Materials Management Department and a top management team member by a company for its large refinery unit. The company is planning to computerize various functions including materials management. You have been asked by the CEO of the company to prepare a report on applications of computer in the various areas of materials management function. Prepare a detailed report as desired by the CEO. [20]
9. Explain the concepts of System Analysis and Design and explain the various stages of System Life Cycle. [20]
10. Write short notes on any **TWO** of the following: [10]
 - a) Computer Virus
 - b) LAN & WAN
 - c) E-mail & Multi Media
 - d) Impact of Computerization on Labour, Productivity and Efficiency.

CULTURAL HERITAGE OF INDIA

- N.B. : i) Attempt any **FIVE** questions.
ii) All questions carry equal marks.
iii) Total No. of Questions is **TEN**.

1. "Sanskrit enjoyed in the world of learning in ancient times the universal vogue that English does in the present". Explain.
2. Rama is Dharma Incarnate ("Ramo Vighrahan Dharmah: ") - Explain this with reference to the character of Rama in Ramayana.
3. Explain the six systems of Indian Philosophy.
4. What are the five basic tenets of Hinduism?
5. Explain briefly the Cardinal concepts of the Upanishads.
6. Mention the four noble truths and the eight-fold path of Buddhism.
7. 'The so called "realism" in art is foreign to Indian art expression'. Explain this with reference to the dancing figure of Nataraja.
8. Mention the important contributions of ancient India to the sciences.
9. Define the word 'Culture' and explain the values of Indian Culture.
10. Write short notes on any **TWO** of the following:
 - a) Ajanta and Ellora
 - b) Bharata's Natyasastra
 - c) Adi Sankaracharya
 - d) Sir C.V. Raman
 - e) Lokmanya Bal Gangadhar Tilak.
