

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA

(An Autonomous Institute Affiliated to AKTU, Lucknow)

MBA

SEM: III - THEORY EXAMINATION (2024 - 2025)

Subject: Vendor Development and Procurement Management

Time: 3 Hours

Max. Marks: 100

General Instructions:*IMP: Verify that you have received the question paper with the correct course, code, branch etc.**1. This Question paper comprises of three Sections -A, B, & C. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.**2. Maximum marks for each question are indicated on right -hand side of each question.**3. Illustrate your answers with neat sketches wherever necessary.**4. Assume suitable data if necessary.**5. Preferably, write the answers in sequential order.**6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.***SECTION-A**

20

1. Attempt all parts:-

1-a. What does the Term "Risk" refers to? (CO1, K1)

1

- (a) Uncertain events that could impact objectives
- (b) Supplier Profitability
- (c) Opportunities for Growth
- (d) Certain and Predictable Outcomes

1-b. Identify the main role of a purchasing manager? (CO1, K1)

1

- (a) Oversee inventory management
- (b) Develop marketing strategies
- (c) Manage sales operations
- (d) Negotiate contracts with suppliers

1-c. What is contract management in procurement? (CO2, K2)

1

- (a) The process of terminating contracts with suppliers
- (b) The process of monitoring and managing contract performance
- (c) The process of drafting legal documents for procurement activities
- (d) The process of selecting suppliers for procurement projects

1-d. Which of the following is an example of a strategic purchasing decision? (CO2, K2)

1

- (a) Ordering office supplies
- (b) Selecting a long-term supplier

- (c) Determining order quantities
- (d) Receiving goods and inspecting them
- 1-e. The following are the challenges of global sourcing, except: (CO3, K2) 1
 - (a) Skill and knowledge to deal with international suppliers
 - (b) Shorter lead times
 - (c) Managing logistics complexity
 - (d) Managing political uncertainty of suppliers
- 1-f. Supplier relationship management (SRM) is the systematic approach to: (CO3, K2) 1
 - (a) Eliminating suppliers so that it reduces workload for purchasing staff
 - (b) Buying products and services from the first available vendor
 - (c) Management of suppliers and determining their contribution to company's success
 - (d) Creating a network of customers for the suppliers
- 1-g. Which of the following is a type of data level in the Vendor Master? (CO4, K1) 1
 - (a) General Data
 - (b) Purchasing Data
 - (c) Company Code Data
 - (d) All the above
- 1-h. What is the reason for a company to choose a buy decision? (CO4, K2) 1
 - (a) No competent supplier
 - (b) To plan production
 - (c) Cost Advantage
 - (d) None of the above
- 1-i. Identify the main reason of failing procurement management. (CO5, K2) 1
 - (a) Inadequate Needs Analysis
 - (b) Enhanced Supplier Relationship
 - (c) Higher Procurement Costs
 - (d) Ignoring Budget Constraint
- 1-j. Identify the main advantage of centralized purchasing structure? (CO5, K2) 1
 - (a) Faster decision-making process
 - (b) Enhanced supplier relationships
 - (c) Greater autonomy for individual departments
 - (d) Improved coordination across the organization

2. Attempt all parts:-

- 2.a. Explain micro, small & medium enterprises. (CO1, K1) 2
- 2.b. Define procurement management. (CO2, K2) 2
- 2.c. Mention the elements of material management. (CO3, K2) 2
- 2.d. Briefly explain buying documentation. (CO4, K1) 2

2.e.	Define vendor optimization. (CO5, K1)	2
SECTION-B		30
3. Answer any <u>five</u> of the following:-		
3-a.	Explain 5 Key vendor Management strategies. (CO1, K1)	6
3-b.	Explain measuring of supplier quality management. (CO1, K2)	6
3-c.	Explain main types of retail sourcing with suitable examples. (CO2, K2)	6
3-d.	Discuss the impact of globalization on sourcing with suitable examples. (CO2, K2)	6
3.e.	Describe the objectives of material Management. (CO3, K2)	6
3.f.	Explain type of reverse auctions. (CO4, K2)	6
3.g.	Differentiate between logistics and supply chain management. (CO5, K2)	6
SECTION-C		50
4. Answer any <u>one</u> of the following:-		
4-a.	Discuss the strategies for effective contracting for vendor contact management. (CO1, K2)	10
4-b.	Critically analyze the 10C model of vendor evaluation. (CO1, K4)	10
5. Answer any <u>one</u> of the following:-		
5-a.	Define purchasing. Explain 8 R's of purchasing with suitable examples. (CO2, K2)	10
5-b.	Discuss in detail various risks associated with purchasing process. (CO2, K3)	10
6. Answer any <u>one</u> of the following:-		
6-a.	Explain the cost analysis in purchase management. (CO3, K2)	10
6-b.	Explain how to manage price fluctuations in procurement. (CO3, K4)	10
7. Answer any <u>one</u> of the following:-		
7-a.	Briefly mention the terms and conditions of purchase. (CO4, K2)	10
7-b.	Discuss the impact of information technology on sourcing. (CO4, K2)	10
8. Answer any <u>one</u> of the following:-		
8-a.	Write a descriptive note on E-procurement components. (CO5, K4)	10
8-b.	Explain UNO and GATT Convention. (CO5, K2)	10