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NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA
(An Autonomous Institute Affiliated to AKTU, Lucknow)

MBA

SEM: III - THEORY EXAMINATION (2025 - 2026)

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. Identify the advantage of Multiple Supply Source. (CO1, K1) 1
- (a) Increased Organizational Flexibility
- (b) Encourage Competition
- (c) Access to enterprise multiple suppliers
- (d) All of the above
- 1-b. A supply chain could be more accurately described as, (CO1, K1) 1
- (a) Digital network or web technology
- (b) Global supply chain
- (c) Logistics function
- (d) A supply network or supply web
- 1-c. Price fluctuations and volatility is managed by: (CO2, K1) 1
- (a) Hedging
- (b) Supply Strategies
- (c) Demand Management
- (d) All the above
- 1-d. The following are procurement activity, except. (CO2, K1) 1
- (a) Establish Specifications
- (b) Select Suppliers
- (c) Manage Customers
- (d) Monitor Supplier Performance
- 1-e. The following are the challenges of global sourcing, except: (CO3, K1) 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.	A procurement contract is: (CO3, K1)	1
(a)	seller's pricing and selling condition	
(b)	a written agreement between a buyer and a seller	
(c)	an oral agreement between a buyer and a seller	
(d)	All of the above	
1-g.	Purchase policy is: (CO4, K1)	1
(a)	Enhance Efficiency	
(b)	Ensures Transparency	
(c)	Reduces Risk	
(d)	All the above	
1-h.	A business getting good value when buying products means that it will: (CO4, K1)	1
(a)	Always get the cheapest price	
(b)	Always get the highest quality	
(c)	Get the right balance between price and quality	
(d)	Charge its customers the lowest price possible	
1-i.	Global trade barriers can be, (CO5, K1)	1
(a)	Tariff	
(b)	Non-Tariff	
(c)	All of the above	
(d)	None of the above	
1-j.	Identify the non-tariff barriers, (CO5, K1)	1
(a)	laws	
(b)	policies	
(c)	conditions	
(d)	All of the above	
2.	Attempt all parts:-	
2.a.	Briefly explain vendor Rationalization. (CO1, K2)	2
2.b.	Define procurement management. (CO2, K2)	2
2.c.	Metion two role of purchase manager. (CO3, K2)	2
2.d.	Cost and quality are two purchasing objectives. Similarly mention two objectives of material management. (CO4, K3)	2
2.e.	Define vendor optimization. (CO5, K2)	2
	SECTION-B	30
3.	Attempt all parts:-	
3.a.	Answer any <u>one</u> of the following:-	
3.a.(i)	Describe the stages involved in vendor management. (CO1, K2)	6

3.a.(ii)	Explain 5 Key vendor Management strategies. (CO1, K2)	6
3.b.	Answer any one of the following:-	
3.b.(i)	Describe the purpose of sourcing and optimization. (CO2, K2)	6
3.b.(ii)	Write five objectives of Materials and Inventory Management. (CO2, K3)	6
3.c.	Answer any one of the following:-	
3.c.(i)	Describe the objectives of material Management. (CO3, K2)	6
3.c.(ii)	Mention four different outsourcing services with one example of each service. (CO3, K2)	6
3.d.	Answer any one of the following:-	
3.d.(i)	Discuss the importance of global supply chain management. (CO4, K2)	6
3.d.(ii)	Explain the advantages of using E-Procurement. (CO4, K2)	6
3.e.	Answer any one of the following:-	
3.e.(i)	Outline Key differences between UNO and GATT. (CO5, K4)	6
3.e.(ii)	Differentiate between logistics and supply chain management. (CO5, K2)	6
<u>SECTION-C</u>		50
4.	Answer any <u>one</u> of the following:-	
4-a.	Discuss the strategies for effective contracting for vendor contract management. (CO1, K2)	10
4-b.	Explain the main steps of vendor selection process. (CO1, K2)	10
5.	Answer any <u>one</u> of the following:-	
5-a.	Describe in detail the purchase procedure with suitable examples. (CO2, K2)	10
5-b.	Explain the importance of cooperation and trust to improve performance in a supply chain vendor-vendee partnership. (CO2, K3)	10
6.	Answer any <u>one</u> of the following:-	
6-a.	Describe the 10 Tips of managing Inward Logistics. (CO3, K2)	10
6-b.	Green packaging is important while storage. The warehouse manager was saying to his team. Explain objectives of green packaging. (CO3, K2)	10
7.	Answer any <u>one</u> of the following:-	
7-a.	Explain the business buying process with suitable examples. (CO4, K2)	10
7-b.	Briefly mention the terms and conditions of purchase. (CO4, K2)	10
8.	Answer any <u>one</u> of the following:-	
8-a.	Explain E-procurement. Give four benefits of E-procurement. (CO5, K3)	10
8-b.	Name any six types of trade barriers and explain with example any three. (CO5, K3)	10