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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

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1. Attempt all parts:-

- 1-a. What is 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. What is the reason for a company to choose a MAKE decision? (CO1, K2) 1
- (a) Protect proprietary technology
 - (b) Better quality control
 - (c) Control of lead-time transportation, and warehousing cost
 - (d) All of the above
- 1-c. Price fluctuations and volatility is managed by: (CO2, K2) 1
- (a) Hedging
 - (b) Supply Strategies
 - (c) Demand Management
 - (d) All the above
- 1-d. The following are procurement activity, except. (CO2, K2) 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, 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. What is the purpose of procurement performance measurement? (CO3, K1) 1
- (a) To evaluate the financial performance of the procurement department
 - (b) To assess the efficiency and effectiveness of procurement processes
 - (c) To compare prices and quality among different suppliers
 - (d) To negotiate favorable payment terms with suppliers
- 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, K2) 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. One of the key reasons for selecting multiple/many suppliers is: (CO5, K2) 1
- (a) Having flexibility of supply in case of interruption
 - (b) Easier to forge long term relationship with multiple suppliers
 - (c) It is easy to integrate your systems with many suppliers
 - (d) It is possible to set up joint ventures with multiple suppliers
- 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. Briefly tell about vendor Rationalization. (CO1, K1) 2
- 2.b. Define procurement management. (CO2, K2) 2
- 2.c. Mention two benefits of purchase policy. (CO3, K1) 2
- 2.d. Mention some factors of vendor relationship management. (CO4, K2) 2
- 2.e. Define vendor optimization. (CO5, K1) 2

SECTION-B

30

3. Answer any five of the following:-

- 3-a. Describe the stages involved in vendor management. (CO1, K2) 6
- 3-b. Explain vendor registration and development. (CO1, K1) 6
- 3-c. Describe the purpose of sourcing and optimization. (CO2, K2) 6
- 3-d. Explain main types of retail sourcing with suitable examples. (CO2, K2) 6
- 3.e. Describe the objectives of material Management. (CO3, K2) 6
- 3.f. Explain the advantages of using E-Procurement. (CO4, K2) 6
- 3.g. Outline Key differences between UNO and GATT. (CO5, K4) 6

SECTION-C

50

4. Answer any one of the following:-

- 4-a. Explain the main steps of vendor selection process. (CO1, K2) 10
- 4-b. Explain the criteria for evaluating the quality of vendors with suitable example. (CO1, K5) 10

5. Answer any one of the following:-

- 5-a. Describe in detail the purchase procedure with suitable examples. (CO2, K2) 10
- 5-b. Discuss in detail various risks associated with purchasing process. (CO2, K3) 10

6. Answer any one of the following:-

- 6-a. Describe in detail about integrated purchase and supply chain management. (CO3, K2) 10
- 6-b. Explain the step of calculation of total cost of ownership. (CO3, K4) 10

7. Answer any one of the following:-

- 7-a. Explain the business buying process with suitable examples. (CO4, K2) 10
- 7-b. Discuss the impact of information technology on sourcing. (CO4, K2) 10

8. Answer any one of the following:-

- 8-a. Describe the advantages of global sourcing and challenges of global sourcing. (CO5, K2) 10
- 8-b. Write a descriptive note on E-procurement components. (CO5, K4) 10