

C 5404-E

B.B.A. (Three Year) DEGREE EXAMINATION, OCTOBER/NOVEMBER 2017.

End Semester Examination

Fifth Semester

(Regular/Supplementary)

Paper IV : PURCHASE MANAGEMENT

Time : 3 Hours

Max. Marks : 70

PART — A

Answer any FIVE of the following questions. **(5 × 4 = 20 Marks)**

1. e-procurement.
2. ABC analysis.
3. Vendor rating.
4. Joint problem solving between buyer and supplier.
5. Nature of supply chain management.
6. Negotiation and bargaining.
7. Re-order levels.
8. Success of JIT.

PART — B

Answer ALL the following questions. **(5 × 10 = 50 Marks)**

UNIT – I

9. (a) What do you understand by the word purchase management? Also state the significance of purchasing function.
Or
(b) List out various methods of purchasing. Also state their suitability.

UNIT – II

10. (a) What is economic ordering quantity? In what way it is useful to purchase management?
Or
(b) What is Tendering? Explain different types of tenders with their distinctive purposes.

Turn Over

UNIT – III

11. (a) What should be the criteria and methodology for evaluation of vendors?
Or
(b) How to identify vendors? Also state its steps.

UNIT – IV

12. (a) Explain the essence of Buyer-supplier relationships.
Or
(b) What do you mean by collaborative and alliance relationship between buyer and supplier? How it is possible?

UNIT – V

13. (a) Enumerate the significance of supply chain management in modern industrial organisation.
Or
(b) Describe the concept of Just In Time (JIT). Also state its philosophy and practical utility.
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