PAPER ID-420237

Subject Code: KMBNOM04

Roll No: | | | | | | | | | | | | | |

MBA

(SEM IV) THEORY EXAMINATION 2021-22

PROJECT AND SOURCING MANAGEMENT

Time: 3 Hours ***Total Marks: 100***

Note: Attempt all Sections. If require any missing data; then choose suitably

SECTION A

1. Attempt *all* questions in brief. 2x10 = 20

a. How sourcing is different from procurement? CO1

b. What is purchasing cycle? CO1

c. Write a short note on vendor rating CO2

d. What are the various categories of suppliers? CO2

e. Discuss the objectives of pricing. CO3

f. Define negotiation CO3

g. What is activity-based costing? CO4

h. State the various types of projects. CO4

i. What is Work Breakdown Structure (WBS)? CO5

j. Differentiate between CPM and PERT. CO5

SECTION B

2. Attempt any *three* of the following: 10x3 = 30

a. Enumerate the important characteristics that a purchasing manager should possess. CO1

b. Explain the steps required for vendor selection CO2

c. Discuss the various factors which influence pricing decisions in a project. CO3

d. What is project life cycle? Explain the various phases of project life cycle. CO4

e. CO5

Activity	Predecessor	Time estimates (weeks)		
		Optimistic	Most likely	Pessimistic
A	-	4	7	16
B	-	1	5	15
C	A	6	12	30
D	A	2	5	8
E	C	5	11	17
F	D	3	6	15
G	B	3	9	27
H	E,F	1	4	7
I	G	4	19	28

(i) Identify the critical path and mean project completion time. (ii) Find the probability that the project is completed in 36 weeks.

SECTION C

3. Attempt any *one* of the following: 10x1 = 10

a. Discuss the key steps in purchasing procedure. Also elucidate on the 8 R's of purchase CO1

b. What are the various risks associated with purchasing process? What are their mitigation strategies? CO1

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4. Attempt any *one* of the following: 10x1 = 10

a. What procedure is followed in the evaluation and selection of supplier? Discuss in detail. CO2

b. What is the significance of measuring the performance of Supplier? Also discuss various methods to measure their performance. CO2

5. Attempt any *one* of the following: 10x1 = 10

a. What are the skills needed for successful negotiation? Also highlight few Obstacles faced while negotiating. CO3

b. What are the various pricing strategies? Discuss each one in detail. CO3

6. Attempt any *one* of the following: 10x1 = 10

a. Explain the process of budgeting. Also differentiate between top-down and bottom-up budgeting CO4

b. Discuss the process of project management in detail. CO4

7. Attempt any *one* of the following: 10x1 = 10

a. Define project scheduling. What is its significance in businesses? CO5

b. What is project termination? What are the types of project terminations? Also discuss the process of project termination. CO5

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