



Galgotias College of Engineering and Technology, Greater Noida

Pre University Test (PUT) : Odd Semester 2024 - 2025

Roll No. :

Course/Branch : MBA (LSCM) Semester : III
 Subject Name : Procurement & Vendor Management Max. Marks : 100
 Subject Code : KMLES303 Time : 180 min

- CO 1:- Understanding the importance and components of Procurements for SCM
- CO 2:- Application of Processes of Procurements for Effective SCM and Logistics
- CO 3:- Application of Vendor Selection Processes in SCM and Logistics
- CO 4:- Application of Techniques of Inventory Management with Procurement and vendor Selection

CO 5:- Understanding of Decision parameters for Global Sourcing

Section – A # 20 Marks (Short Answer Type Questions)

Attempt ALL the questions. Each Question is of 2 marks (10 x 2 = 20 marks)

Q. No	COx	Question Description #	Attempt ALL the questions. Each Question is of 2 marks
1	a	CO1 How does the concept of "right quality" impact purchasing decisions? (K1)	
	b	CO1 What tools or frameworks do companies use to guide the make-or-buy decision process? (K1)	
	c	CO2 What are the key objectives of negotiation in procurement? (K1)	
	d	CO2 Explain some common terms related to delivery in purchase agreements. (K2)	
	e	CO3 How do organizations define the criteria for selecting a vendor? (K1)	
	f	CO3 What is the Just-in-Time (JIT) sourcing approach? (K1)	
	g	CO4 Explain the key objectives of purchasing management. (K2)	
	h	CO4 Define forward buying in the context of procurement and supply chain management. (K1)	
	i	CO5 Explain the UNO. (K2)	
	j	CO5 What are some industry best practices in global sourcing? (K1)	

Section – B # 30 Marks (Medium Answer Type Questions)

Attempt ALL the questions. Each Question is of 6 marks (5 x 6 = 30 marks)

Q.2 (CO-1) Explain how does a company track and monitor the progress of placed orders to ensure timely delivery (K5)

OR

Distinguish between centralized and decentralized approaches. (K4)

Q.3 (CO-2) Discuss the advantages and disadvantages of direct purchasing versus indirect purchasing. (K6)

OR

Explain market analysis, and how does it inform sourcing decisions in supply chain management. (K5)

Q.4 (CO-3) Explain the significance of communication and collaboration in key supplier account management (K5)

OR

Discuss the relationship between Total Quality Management (TQM) and sourcing strategies. (K6)

Q.5. (CO-4): Compare different modes of payment in international trade, such as letters of credit, advance payment, and open account. (K4)

OR

Discuss the role of purchasing management in ensuring that supply aligns with fluctuating customer demand. (K6)

Q.6. (CO-5): Explain the objectives and principles of the General Agreement on Tariffs and Trade (GATT) and its impact on modern trade agreements. (K5)

OR

Discuss the importance of understanding socio-cultural differences in successful international buying. (K6)

Section – C # 50 Marks (Long Answer Type Questions)

Attempt ALL the questions. Each Question is of 10 marks.

Q.7. (CO-1): Attempt any ONE question. Each question is of 10 marks.
 a. Discuss real-world examples of how businesses apply the 8 R's in purchasing strategies. (K6)
 b. Explain the skills and competencies required for an effective purchasing manager. (K5)

Q.8. (CO-2): Attempt any ONE question. Each question is of 10 marks.

- a. Explain the significance of purchase orders, invoices, and contracts in procurement. (K5)
- b. Explain how IT tools like ERP systems and e-sourcing platforms enhance the procurement process. (K5)

Q.9. (CO-3): Attempt any ONE question. Each question is of 10 marks.

- a. Explain how cultural understanding and communication impact vendor relationship development. (K5)
- b. Discuss the criteria used for evaluating and selecting vendors in procurement. (K6)

Q.10. (CO-4): Attempt any ONE question. Each question is of 10 marks.

- a. Discuss the importance of integrating purchasing management into the supply chain and the benefits of this alignment for operational efficiency. (K6)
- b. Explain the role of financial instruments like currency futures and options in managing international finance risks. (K5)

Q.11. (CO-5): Attempt any ONE question. Each question is of 10 marks.

- a. Discuss the role of Free Trade Agreements (FTAs) in overcoming global trade barriers. (K6)
- b. Explain the importance of supplier evaluation and selection in the context of global procurement. (K5)